

## Country cottage 'was headquarters for drug conspirators'

BY CRAIG SETON

A REMOTE English cottage was the centre of a conspiracy to produce and distribute large quantities of the hallucinogenic drug LSD with a street value of millions of pounds, Worcester crown court was told yesterday.

Sheets of paper were impregnated with hundreds of thousands of tiny doses of the drug, known as tabs, and illustrated with the drug manufacturers' designs, including a double-headed serpent, Batman and the Joker, red and black dragons and a picture of the globe.

John Minting, QC, for the prosecution, said that Lawless Cottage, close to the village of Sellicks, near Ross-on-Wye, Hereford and Worcester, was the United Kingdom production centre in an operation led by an American couple who used

radio pagers to send messages. He said couriers illegally imported LSD crystals from San Francisco, the world centre for the raw material. When it arrived in England, it was diluted with vodka and "spotted" on to tiny squares on sheets of paper like playing cards, that were provided with their own envelopes. One gram of crystals would provide 10,000 "trips" when mixed with alcohol.

The production team sold each tiny square of the drug at a wholesale price of 50p. The street price for a "trip" would be between £5 and £10.

Jamie Ray, aged 30, California-born and of no fixed address, Michael Rock, aged 41, a French Canadian-born musician and writer of Finchley, northwest London, and James Lovelidge, aged 27,

### Farmer 'flew into rage at saboteurs'

A FARMER who discovered four saboteurs on his land flew into a rage, damaging their van and attacking a television cameraman who was filming them, a court was told yesterday.

Mark Fuller, aged 26 and said to be 6ft 6in and 25 stone, pulled off the van's wing mirrors, crushed two video cameras with his hands and hit Graham Donaldson, of Anglia Television, in the back as he cowered in the fetal position, it was alleged.

Kevin Lawson, for the prosecution, told magistrates at Hunstanton, Norfolk, that as the four saboteurs clambered into their van, Mr Fuller slammed the door with such force that a window broke. He threw a wing mirror through the broken window.

The saboteurs and the cameraman were trying to film a "kill" at a meeting of the West Norfolk Hunt on Mr Fuller's land at Church Farm, North Runcton, Norfolk. Mr Fuller denies three charges of damaging property and one charge of threatening violence.

Lynn Jervis, aged 20, who was driving the van, said: "I saw him grab the video camera and thought 'Oh my God' as he crushed it with one hand. I flooded the van's engine in my panic as he headed towards us."

"Then I saw him hitting the TV cameraman in the back. It looked like he was trying to prise him apart. He was mad and had snapped. He looked like a rabid rottweiler. I tried to reverse away but I was wobbling all over the place because I was so scared."

The saboteurs fled to the nearest village, where they went to the police. Mr Fuller was later questioned at the farm and was still so angry that police had to call for more officers to calm him down, the court was told.

PC Melvyn Townend said: "He was stamping around and clutching his fists. I feared for our safety."

Mr Lawson said that Mr Fuller had caused damage worth £1,493. It was not disputed that the saboteurs had been on private land but the magistrates had to decide whether he had used "reasonable force" to eject them.

"I would submit it was not reasonable force," Mr Lawson said. "The defendant behaved in the way he did to teach them a lesson and to destroy any evidence that might be used on television."

The case continues today.

### Men held after IRA bomb find at border

IRISH police found a 1,000lb IRA bomb near the border in Co Donegal yesterday hidden in a van stolen 400 miles further south in Co Kerry.

Police believe that the IRA's cross-border campaign is supported by several smaller groups based in the southwest and anti-terrorist chiefs have launched a big hunt to catch the IRA ring-leaders in the region.

Police believe that the group has hidden its Libyan supplied armament in underground bunkers in the remote southwest. So far three bunkers and thousands of rounds of ammunition have been found. "Sold on the streets, we are talking of several million pounds at retail value," Mr Minting said.

Police are questioning three Northern Ireland men arrested near the scene of the bomb find. Two mortar launchers and components for rocket launchers were also found. Chief Superintendent Sean Ginty, officer in charge of the Donegal border area, said: "The IRA had possession of this bomb. We have prevented an attack."

The trial continues today.

### Woman wins pool sex bias fight

BY ROSEMARY SMITH

A WOMAN pool player yesterday won her fight to become the game's first professional after an industrial tribunal in Leeds found that she had been a victim of sexual discrimination.

The tribunal gave the Professional Pool Players Organisation three months to grant professional status to Susan Thompson, aged 22, from Runcorn, Cheshire.

Miss Thompson, who practices pool eight hours a day, told the two-day hearing that the organisation had persistently prevented her from making a living out of the game. Men, she said, could earn up to £3,000 for winning a tournament while she could only make around £200 for a win on the amateur circuit.

The organisation had refused her application for professional status four times between 1987 and 1991. It claimed that she was not good enough. The panel took ten minutes to rule that the organisation had rejected her applications because she was a woman. Miss Thomp-



Thompson: beat eight male professionals

## Ben Nevis shrinks 6in as sea rises

BY NICK NUTTALL  
TECHNOLOGY CORRESPONDENT

SOME of the country's most famous natural landmarks including the Pennines, Ben Nevis, Mount Snowdon and the Mendip Hills are now shorter than they were in the 1920s.

The diminution of the landscape has been caused by the slow but steady rise in sea levels off the southwest coast of England, the Oceanographic International '92 conference in Brighton was told.

The official heights of British mountains and hills are based on ordnance survey measurements of sea levels taken between 1915 and 1920 at Newlyn in Cornwall. "If you look up in a book that a mountain is so many feet above sea level it actually means the height above Newlyn in 1920," Philip Woodworth, of the Proudmont Oceanographic Laboratory at Birkenhead, Merseyside, said. "Since then, sea levels there have risen by six inches." This

means that mountaineers who scale Ben Nevis have climbed only 4,407ft 6in rather than the 4,408ft scaled by their forefathers.

The laboratory, which manages a network of 35 tide gauges around the British Isles, has also detected a small but significant shift in the tides during the past century with those in the southwest rising and those off the northeast coast of Scotland falling by around half a millimetre a year.

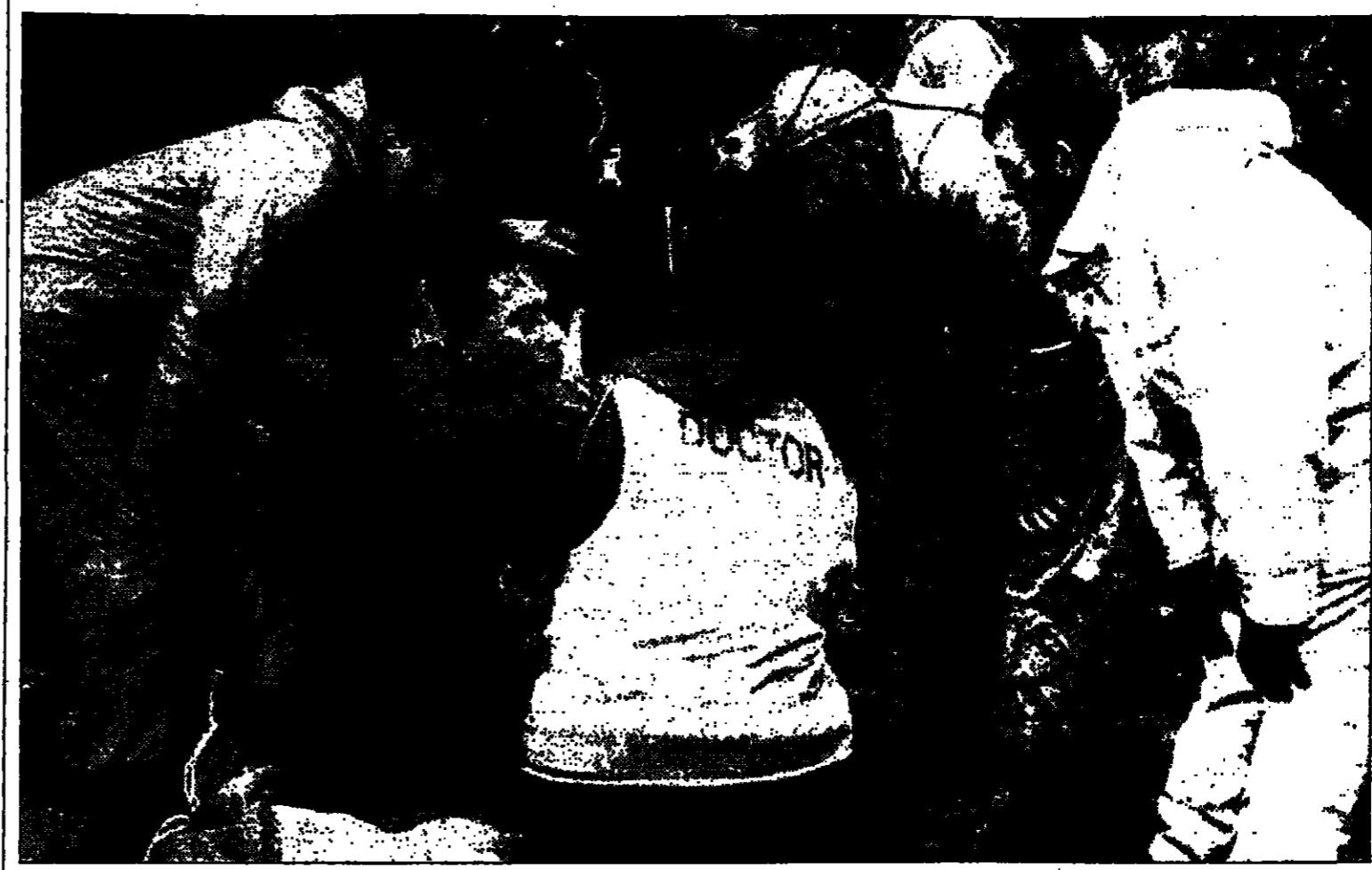
What is causing this change in tidal patterns remains a mystery. Dr Woodworth said that it might be linked with rising sea levels or be caused by man-made activities including dredging at some ports.

The laboratory's gauges, some of which now form part of the new global sea level observing system set up by the Intergovernmental Oceanographic Commission as part of attempts to study global warming, are helping to confirm that Britain is tilting into the

sea at a rate of 4mm a year. The tilt is most pronounced in the south east of England. In contrast, geological movements, a legacy of the last ice age, are causing northern Scotland to rise.

Graham Alcock, principal scientific officer at the laboratory, said it was vital that calculations on sea level rises took these geological movements into account if engineers are to plan coastal defences properly. He said that engineers needed not only good forecasts on how rising world temperatures might cause the seas to rise but forecasts on how land movements might offset or exaggerate these rises.

In an attempt to forecast these geological movements more accurately researchers are turning to satellites and radio telescopes. Mr Alcock said. Signals picked up from the satellites and from deep space are allowing scientists to fix on tidal gauges and then measure the height of the land to which these devices are attached.



Underground ordeal: potholer Roy Dean being brought to the surface after spending 26 hours trapped with his colleague, Les Hewitt, in Skeltill Pot, in the Yorkshire Dales, when it flooded suddenly. Divers from the Upper Wharfedale Fell Rescue Association found the men as weather conditions worsened and

the water levels in the cave, known locally as "Hypothermia", continued to rise.

Mr Hewitt, aged 49, of Gateshead, Tyne and Wear, said: "We turned our lamps off and cuddled each other and took it in turns to warm each other up. We had signed ourselves to die and I was

surprised I could handle it. There was no panic. We went to the highest part of the cave and kept moving backwards.

"We had only just popped in for a look and were only going to spend an hour there. There was no sign of any water when we went in and half an hour later it had risen 6ft and we

were waist deep and swimming when we should have been walking. At one point, the water was only 2ft from the roof.

Alan Stockdale, a rescue co-ordinator, said: "It was quite tricky for us to get to them and it was urgent that we did because there was a very bad weather forecast."

### Pep talk ended in bomb hoax court told

BY MICHAEL HORNSEY

COMPETITION in the fast-food business turned into an unseemly one-sided burger war when a management executive for McDonald's telephoned a branch to motivate staff to break a yearly sales record. A court was told yesterday.

At the Northumberland Street store in Newcastle upon Tyne, it was decided that the best way to increase turnover was to empty the rival Burger King less than 100 yards away of customers with a hoax bomb call, it was alleged. More than 300 customers and 50 staff were evacuated as police searched the premises for a bomb at the height of the IRA's Christmas campaign last year.

Karen Heaton, for the prosecution, told Newcastle magistrates that Patima Heron, the manageress of McDonald's, took the executive's call, which was intended to "gear up" and make staff go for it. Ms Heron, aged 24, and Lance Green, aged 20, the assistant manager, allegedly decided on the bomb hoax and bullied Helen Calderwood, a hostess aged 20, to telephone Burger King, which lost about £1,000 in takings as a result.

Caldewood, of Gosforth, Newcastle, admitted making a hoax bomb call on December 14. Sentence was adjourned until April 6 for social enquiry reports. Ms Heron, of Gosforth, and Mr Green, of Kingston Park, both Newcastle, are also accused of making a hoax bomb call but they did not enter a plea. Their case was adjourned until March 25 and they were granted unconditional bail.

Rajeev Loomba, for Calderwood, said that his client had been intimidated and goaded into making the call. She had lost her job because of stupid act.

Last night, McDonald's said that encouraging staff to increase sales by offering them bonuses was a normal business incentive. Staff at the store had not been put under undue pressure.

### Carey move halts gays' liturgy book

BY RUTH GLEDHILL  
RELIGION CORRESPONDENT

PLANS to publish a book of liturgy for homosexuals have been abandoned after an intervention by the Archbishop of Canterbury.

Dr George Carey told the Society for Promoting Christian Knowledge (SPCK), the Church of England's oldest mission agency, that he would have to reconsider his decision to remain its president if he continued to find himself at odds with the society's editorial policy.

The dispute has arisen as the archbishop reviews the patronage and presidencies of 450 organisations that he inherited from the former archbishop, Lord Runcie. Dr Carey had accepted the invitation to become president of society but earlier this week

he would not become patron of another Anglican mission agency, the Church's Ministry among the Jews. The book, *Daring to Speak Low's Name*, was to have been published this July by the Society for Promoting Christian Knowledge. The book is listed in the January-July catalogue as "a book of prayers, blessings and liturgies marking friendships, particularly those of gay and lesbian people, and other aspects of relationship which traditional mainstream worship does not recognise".

Elizabeth Stuart, aged 28, the book's editor, had been paid an advance. Dr Stuart, a Roman Catholic and a lecturer in theology at the college of St Mark and St John, Plymouth, is seeking another publisher and is considering legal action against the society's editorial policy.

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Christian Knowledge.

# Hospitals shun day surgery regardless of long waiting lists

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

A RELUCTANCE by hospital consultants and managers to make use of day surgery facilities almost all are significantly underused. Only two units were identified as operating at full capacity, defined as treating 1.5 patients per bed per day for 240 days a year. Many admitted patients who could have been treated in outpatients, implying that their spare capacity is even greater. In a quarter of districts there were no dedicated day surgery facilities.

Consultants are often to blame for the inefficient use of the units, the report says. They do not organise their work to provide a regular day case list; are reluctant to admit patients for only half a day; do not communicate with managers; and work independently of other consultants so no one has an overall view of the use of the unit.

These problems can be overcome where the unit is run by a director but almost two thirds of units do not have one. "The importance of the focus which a good director provides cannot be over-emphasised," the report says. Mr Davies said: "In only a quarter of districts was the shortage of facilities an issue. In most, management issues and the attitude of consultants are holding back progress." The report has the support of the Royal College of Surgeons, which yesterday issued its own guidelines for day surgery. Brendan Devlin, chairman of the college's working party on day surgery, said it is now considered "the best option for 50 per cent of all patients requiring elective [routine] surgery". At present, well below half of operations were performed on a day basis, he said.

David Ralphs, secretary of the working party, said that day surgery was safe and that patients preferred it. Infection rates and anxiety were lower and getting patients mobile immediately enhanced recovery.

Sir Terence English, president of the Royal College,

said that progress on day surgery was "slower than we would like to have seen". Surgeons needed encouragement. "Some have not been prepared to take it up because they are too conservative or fixed in their ways."

Earlier this week the government announced an extra £15 million for health authorities to improve provision.

London's hospitals are falling down and at least one may have to be sold to pay for repairs to the rest. St Thomas' hospital, on a prime site opposite the Houses of Parliament, could raise £150 million for investment in buildings elsewhere if it were sold, Richard Meara, a management consultant, said.

"Some buildings are so functionally unsatisfactory and user unfriendly that no amount of refurbishment can help," he said. "The best thing that could happen to the Middlesex Hospital outpatients' department or the Brook Hospital in south London is a bulldozer."

In a report to the King's Fund Commission on London, published yesterday, Mr Meara said that 49 per cent of the NHS's total open market value was locked up in the hospitals in the four Thames regions which faced a total maintenance backlog of £900 million. Some had to pay extra high maintenance costs because they occupied historic buildings.

St Bartholomew's recently spent £12 million upgrading the James Gibb building, work that would have cost only £8 million had it not been listed. "The extra costs of providing health care in listed buildings are never considered," Mr Meara says.

Primary care in the capital is still underdeveloped relative to the rest of the country, according to a second report for the commission. London GPs have fewer staff and nurses, larger lists, and are more likely to be elderly and to practise single-handed.

Barnacle goose: from a few hundred to 12,000

## Geese eat into farmers' profits

By KERRY GILL

FARMERS on a coast where the barnacle goose has been saved from extinction are demanding government compensation for the crops which they say the flocks are devouring. A triumph for conservationists has left farmers in southwest Scotland claiming up to £10,000 a year each for crops lost to the Svalbard geese.

The birds winter on the relatively mild banks of the Solway Firth before returning to their native Spitsbergen. During the 1950s, there were only a few hundred in the area. Since a reserve was established by the Nature Conservancy Council 30 years ago, the population has grown to more than 12,000. The recovery has been so successful that Dumfries and Galloway regional council and the area tourist board have adopted the goose as their symbol.

"Jim Brown, who farms near the reserve at Caerlaverock, is less impressed by the birds. "We spend an hour a day trying to scare them away and we can't shoot them. The Wildfowl and Wetlands Trust is erecting a huge tower inviting people to come and see the geese. They are raking in money while the pockets are being hit," another farmer, Alastair Willie, said.

Sometimes I fire above the geese to scare them. The crops are badly affected and cattle don't like all the dung deposited by the birds."

John Graham said that he was unwilling to apply for a shooting licence because of the antagonism of ornithologists. He was unable to winter sheep in the area because of the lack of grazing and slanging was usually too far three weeks late.

The farmer believes that conservationists should help to feed the geese. Jim Milly, area secretary of the National Farmers Union, which has taken the farmers' claim to the Scottish agriculture department, said that numbers had to be controlled. "Geese will strip a field to the bone very quickly. There are so many that they cannot cope with feeding them at the trust refuge."

The prospect of some geese being shot left John Doherty of the trust aghast. He said that any population of geese of less than 100,000 was under threat and the Svalbards numbered only 12,700. He was sympathetic to the farmers and felt that the government should pay them to grow some crops especially for the geese.



Step by step: ballerina Natalya Bessmertnova coaching children at the Dominion Theatre, London, yesterday. Miss Bessmertnova and the Stars of the Bolshoi company will tour Britain from next month

## Three days of will-power that went up in smoke

**MICHAEL HORSNELL**  
armed himself with nicotine gum and chocolate bars in preparation for no-smoking day

a packet on his desk. It had been giving me the come-on all day.

Yes, I had blown it for a suck on a ciggie after 78 hours without a single puff. It was then that I made a significant discovery. Chewing nicotine gum while smoking produces the most delightful buzz, which is possibly why the manufacturers specifically warn against it.

I managed to get through Q-plus-two by drinking heavily to ease the pain messages from my ravaged brain. But on Q-plus-three I succumbed to temptation and stole a cigarette from my colleague Bill Frost, who had carelessly left

kept to one cigarette an hour, noticing how well this has cured the hiccups and jaw ache and reduced my craving for mint chocolate. As I write, I am about to light my 3pm cigarette. It is 11.55am.

I am smelling like a bonfire again and having to resort to smoking beside the coal shed to avoid the attentions of my 11-year-old son, the Smoke-hunter General. But I feel proud. I have been true to myself. I feel neither guilt nor worry.

Dr Steele, who runs a stop-smoking clinic in Manchester, had warned that I might not at first succeed. Most long-term ex-smokers usually failed to give up at several previous attempts, he said, and I should not get disheartened if at first I did not succeed. Whatever might go wrong, I should learn by my mistakes. Dr Steele is an understanding man and he is right. I blame Bill Frost for what went wrong.

On Q-plus-four, having confirmed my nicotine addiction and suffered the guilt of my weakness, I took a brave decision to fight again. I gave up the foul-tasting gum. I have now managed to go four days without any gum and

## Ban on children in pubs may be eased

BY OUR TRAVEL CORRESPONDENT

ALLOWING children into public houses, shortening queues at immigration control and providing new parking areas for coaches are among proposals intended to boost the tourist industry outlined by the government yesterday.

Tourism is now the biggest single industry in Britain, employing 1.5 million people and contributing £25 billion annually, Michael Howard, the employment secretary,

said. The law in England and Wales makes it difficult for children under 14 to be with their parents on licensed premises, and this confuses and irritates many overseas visitors, Mr Howard said in a booklet outlining his plans. "The present law can also inconvenience our own citizens," he said.

Although an increasing number of public houses provided bar meals, the law prevented families from sharing a meal in them. The government, if returned, plans to introduce legislation similar to that in Scotland to enable pubs to request that children be allowed in. It also plans to allow the sale of liquor in cafes. It said, however, that such a relaxation in the rules would be allowed only after consultation with the trade, police and medical experts.

The government would naturally take fullest possible account of any evidence that children could be harmed by greater access to premises in parts of Westminster would be lifted as an experiment to try to find parking for another 165 coaches.

which alcohol is sold and consumed," Mr Howard said. "These two changes in the law could encourage more licensed premises to cater for families. This may help to promote sensible drinking, which the government has consistently advocated."

He added: "Our aim is to make this country a more attractive place for visitors, from the moment they land to the moment they leave."

Many of the proposals would require legislation. The most contentious is giving licensed bars and restaurants more freedom to accept children. Consultation papers are to be issued proposing that licensed premises ask magistrates for "children's certificates" similar to those in Scotland and "cafe-style" licences. "This would not impose any restrictions on pubs or force them to accept children," Lord Ullswater, the tourism minister, said.

Among the other measures proposed to make Britain more tourist friendly are performance standards covering the waiting time for foreign visitors at immigration. The maximum wait for European visitors should be ten minutes. Mr Howard said: "Their average wait should not exceed three minutes. Standards for non-European citizens have still to be set."

Parking restrictions in parts of Westminster would be lifted as an experiment to try to find parking for another 165 coaches.

## Kasparov maintains chess lead

FROM RAYMOND KEENE  
CHESS CORRESPONDENT  
IN LINARES

GARRY KASPAROV, the world chess champion, consolidated his lead in the grandmaster tournament in Linares, Spain, yesterday with a 59-move victory over Artur Yusupov. He holds a 1½-point lead with two rounds to go.

The eleventh round was a disaster for Britain's Nigel Short and Jonathan Speelman, who both lost games with the white pieces and are now at the bottom of the table. Short suffered a crushing defeat by Jan Timman of The Netherlands. The moves for their game were:

Short	White	Black	Timman
1 e4	e5	15 Nf5	Kgs8
2 Nf3	Nc6	16 Nxe5	Rxe4
3 d4	d5	17 c3	
4 Bg5	Nd4	18 g3	Nf3
5 Be3	Bc5	19 Kf2	
6 Nbd2	Qd5	20 Kg2	Nf3+
7 Nf3	Bd6	21 Kg1	Nf3
8 e5	Nc6	22 Kg1	Bd6
9 Nc3	Qe6	23 Kf1	
10 Nf3	Qf5	24 Rxf3	Nf3
11 e6	Og6	25 Nf2	Nf3
12 d5	Qg6	26 Kf1	
13 Nc3	Qf5	27 c3	Nf3
14 Nf3	Qg6	28 Kf1	
15 Nc3	Qf5	29 Kf1	
16 Nf3	Qg6	30 Kf1	
17 Nc3	Qf5	31 Kf1	
18 Nf3	Qg6	32 Kf1	
19 Nc3	Qf5	33 Kf1	
20 Nf3	Qg6	34 Kf1	
21 Nc3	Qf5	35 Kf1	
22 Nf3	Qg6	36 Kf1	
23 Kf1	Qf5	37 Kf1	
24 Rxf3	Qg6	38 Kf1	
25 Nf2	Qf5	39 Kf1	
26 Kf1	Qg6	40 Kf1	
27 c3	Qf5	41 Kf1	
28 Kf1	Qg6	42 Kf1	
29 Kf1	Qf5	43 Kf1	
30 Kf1	Qg6	44 Kf1	
31 Kf1	Qf5	45 Kf1	
32 Kf1	Qg6	46 Kf1	
33 Kf1	Qf5	47 Kf1	
34 Kf1	Qg6	48 Kf1	
35 Kf1	Qf5	49 Kf1	
36 Kf1	Qg6	50 Kf1	
37 Kf1	Qf5	51 Kf1	
38 Kf1	Qg6	52 Kf1	
39 Kf1	Qf5	53 Kf1	
40 Kf1	Qg6	54 Kf1	
41 Kf1	Qf5	55 Kf1	
42 Kf1	Qg6	56 Kf1	
43 Kf1	Qf5	57 Kf1	
44 Kf1	Qg6	58 Kf1	
45 Kf1	Qf5	59 Kf1	
46 Kf1	Qg6	60 Kf1	
47 Kf1	Qf5	61 Kf1	
48 Kf1	Qg6	62 Kf1	
49 Kf1	Qf5	63 Kf1	
50 Kf1	Qg6	64 Kf1	
51 Kf1	Qf5	65 Kf1	
52 Kf1	Qg6	66 Kf1	
53 Kf1	Qf5	67 Kf1	
54 Kf1	Qg6	68 Kf1	
55 Kf1	Qf5	69 Kf1	
56 Kf1	Qg6	70 Kf1	
57 Kf1	Qf5	71 Kf1	
58 Kf1	Qg6	72 Kf1	
59 Kf1	Qf5	73 Kf1	
60 Kf1	Qg6	74 Kf1	
61 Kf1	Qf5	75 Kf1	
62 Kf1	Qg6	76 Kf1	
63 Kf1	Qf5	77 Kf1	
64 Kf1	Qg6	78 Kf1	
65 Kf1	Qf5	79 Kf1	
66 Kf1	Qg6	80 Kf1	
67 Kf1	Qf5	81 Kf1	
68 Kf1	Qg6	82 Kf1	
69 Kf1	Qf5	83 Kf1	
70 Kf1	Qg6	84 Kf1	
71 Kf1	Qf5	85 Kf1	
72 Kf1	Qg6	86 Kf1	
73 Kf1	Qf5	87 Kf1	
74 Kf1	Qg6	88 Kf1	
75 Kf1	Qf5	89 Kf1	
76 Kf1	Qg6	90 Kf1	
77 Kf1	Qf5	91 Kf1	
78 Kf1	Qg6	92 Kf1	
79 Kf1	Qf5	93 Kf1	
80 Kf1	Qg6	94 Kf1	
81 Kf1	Qf5	95 Kf1	
82 Kf1	Qg6	96 Kf1	
83 Kf1	Qf5	97 Kf1	
84 Kf1	Qg6	98 Kf1	
85 Kf1	Qf5	99 Kf1	
86 Kf1	Qg6	100 Kf1	
87 Kf1	Qf5	101 Kf1	
88 Kf1	Qg6	102 Kf1	
89 Kf1	Qf5	103 Kf1	
90 Kf1	Qg6	104 Kf1	
91 Kf1	Qf5	105 Kf1	
92 Kf1	Qg6	106 Kf1	
93 Kf1	Qf5	107 Kf1	
94 Kf1	Qg6	108 K	

DAY MARCH 12 1992

Colleges to  
merge into  
new Scots  
university

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# THE LUXURY CRUISER.



## Countryside to have more protection

BY MICHAEL DYNES, TRANSPORT CORRESPONDENT

THE government is to adopt new procedures for assessing damage to the environment caused by road building. Christopher Chope, the roads minister, announced yesterday. He said that the present methods were obsolete and needed overhauling to ensure greater protection for the countryside.

The consequences of road building schemes would have to be expressed in terms of a monetary value, he said. But alternative ways would have to be found to protect those parts of the countryside that were inviolable.

The decision to add greater weight to the environmental effects of road building follows publication of a long-awaited report by the standing advisory committee on trunk road assessment, the independent advisory body set up in 1978 to evaluate how road building schemes are assessed.

The report found that the

present scheme-by-scheme environmental impact assessment was inadequate and should be replaced by a "strategic level of environmental assessment" that places values on the environment at the beginning of the planning process rather than towards the end. The EC has been urging member states to adopt such an approach, which was earlier dismissed by ministers as "half baked".

Mr Chope said that the transport department would issue an updated environmental impact assessment manual for road schemes later this year, which would embody the recommendations made by the report.

The new procedures are unlikely to be applied to the present £20 billion roads programme, so will be too late to save areas such as Twyford Down, Hampshire, and Oxleas Wood, east London.

Driving penalties, page 18



Ready for polling: Dick Riley, of the Birmingham ballot box supplier and manufacturer C Bradbury, putting the finishing touches to a box yesterday

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## Budget ends firms' rent-switch loophole

BY MATTHEW BOND

A LOOPHOLE that has enabled companies to reduce corporation tax bills and improve cash flow is to be closed.

The Budget ends so-called property-holding company schemes or rent-deferred schemes, set up between two companies in a group, one normally an operating company paying rent for its premises, and the other either a holding company or a specially created property subsidiary, which receives the rent. No money leaves the group.

The rent date is crucial. If an operating company has a December 31 year end, a scheme might have rent due on January 1 in arrears.

The operating company can, by using the accruals basis of Schedule D (Case 1) tax rules, claim most of the rent as an expense by its year end, reducing taxable profit. Tax is paid on the rent only in the next year, when the holding company pays it on rental income under Schedule A.

From Budget day, rent recipients will pay tax on it as it is accrued, not when it is due.

## Fresh worries stall car hopes

In spite of cheaper post-Budget deals on new cars, eager salesmen waited for buyers in vain, Kevin Eason reports

CAR salesmen with neatly knotted ties waiting anxiously for the showroom doors to burst open yesterday morning in a post-Budget rush, but nobody turned up.

Norman Lamont, the Chancellor, halved special car tax to 5 per cent as an attraction to the plea from a desperate motor industry which needs a sales boost. The Society of Motor Manufacturers and Traders confidently predicted that cutting the tax could bring more than 70,000 extra sales this year.

But the country's 12,000 showrooms remained eerily quiet yesterday with no sign of the expected dash of customers wanting to cash in on savings worth around £400 on the average family saloon. It seems that having got rid of one stumbling block, the motor industry has found a new problem: uncertainty over the outcome of the election.

Paul Williams, managing partner of Bristol Street Motors, one of the biggest garage groups, said: "Nothing is going to create a surge in this business until there is a return of confidence in the economy."

"What happened in the Budget was very welcome but we have customers who have had their overtime cut or their firms are not doing very well and they will not spend now in spite of the cut in car tax."

Most dealers reported a surge of telephone calls from motorists enquiring what savings they would make if they wanted to buy. Bristol Street was among Ford dealers offering discounts well over the tax cut to encourage interest, with up to £1,400 off the price of a Fiesta.

Ford said that almost 6,500 customers who had delayed their purchase were also starting to confirm orders, raising hopes that

March sales might not be quite as bad as the previous 28 months of declining registrations, forcing the Chancellor to step in to help the industry.

As many as 20,000 postponed orders are thought to be piled up ready to be signed throughout the industry. The Society of Motor Manufacturers and Traders confirmed last night that as long as orders were not invoiced, paid for or the vehicle collected, then cars ordered before the Budget should be available at the new tax rate.

Society officials were delighted that their campaign over almost 20 years had finally paid off with some reduction in special car tax.

Even though dealers also welcomed Mr Lamont's help, the Budget seemed to have burst on the industry with all the effect of a damp squib.

Ian McDermott, salesman at Henrys of Chester, which was yesterday reducing the price of a typical Jaguar by £1,000 and a Rolls-Royce Silver Spirit II by more than £3,000, said: "We expected a kick-start but not much has happened."

At the Reg Vardy Group, which sells 25,000 cars a year through 19 dealers, David Williams was hoping that interest would grow over the weekend.

Mr Williams, the group's public relations manager, said: "The biggest interest seems to be in specialist cars. When you spend £120,000 on a Bentley Turbo, you would not think a £4,650 reduction mattered much but it apparently does."

"The Budget will help but we still will have four weeks to wait before we know which direction we are headed in. Until the election is over, we do not expect a big surge in business."

## Officials blamed in supergun enquiry

BY SHEILA GUNN  
POLITICAL CORRESPONDENT

THE government is censured in a draft report of the parliamentary enquiry into the Iraqi supergun affair for failing to block exports which built up Saddam Hussein's military capability before the Gulf war.

The report, by Kenneth Warren, enquiry chairman, declines to criticise ministers personally. Instead, it focuses on the failures of the trade and defence departments to check contracts with British firms to make sure that they did not breach the United Nations embargo on supplying arms to Iraq and Iran.

The Tory-majority Commons trade and industry committee started work yesterday on completing the report, which is expected on Monday. The draft, according to one committee MP, was "rather anodyne", favouring the "cock-up" rather than the "conspiracy theory" over the role of officials in allowing the export to Iraq of giant tubes for the supergun and the export of other military equipment.

Customs officials are likely to be accused of heavy-handedness after seizing a consignment of the giant tubes at Teesside in April 1989. The enquiry was announced after the seizures, although it started to hear evidence only after the trade department sent a memorandum last summer listing military equipment among the licensed exports to Iraq.

Labour and Liberal Democrat MPs on the committee will try to tighten the wording in the final report and to criticise ministers personally. There is confusion and disagreement among the committee's 11 MPs about the role of intelligence officers and how much they knew of and monitored exports of sensitive equipment. Some MPs have said they believe that British officials knew of the exports, but allowed them through so that they could keep track of Saddam Hussein's build-up.

Although the draft report talks of the lapses in the procedure for checking exports, it is understood to point out that the criticisms come with the "benefit of hindsight".



Twelves criticised the council's budget plan

## Lambeth sets highest poll tax

BY DOUGLAS BROOM  
LOCAL GOVERNMENT CORRESPONDENT

LAMBETH council was on course to be charged capped yesterday after agreeing to set the highest poll tax in England at the end of a ten-hour meeting which ended just before dawn. The group of Labour moderates who control the south London borough finally forced through a charge of £448.55 at 14 minutes to five in the morning on the casting vote of the mayor.

Plans for a budget of £333.2 million for the coming financial year were attacked as excessive by the Conservatives who proposed a poll tax of £419 and by the Liberal Democrats who urged a figure of £380. The budget plan was also criticised by 13 former Labour councillors, including the former leader Joan Twelves, who were expelled from the party last year for extremist activities.

In its final form the financial package approved by the council is £4.4 million above the government's capping limit. Stephen Whaley, leader of the council, said that he would appeal to the government to relax the cap.

Conservative controlled Hillingdon in west London also faces capping this year after setting a budget £877,290 above the limit although the council also plans to appeal.

As many as 20 councils are now thought to be at risk of charge capping, including at least five Conservative controlled authorities. No decision on which councils will be capped will be made before the general election.

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URSDAY MARCH 12  
sh worries  
I car hopes

cheaper post-Budget deals to  
eager salesmen waited for  
vain. Kevin Eason reports

March also might be  
as bad as the previous  
months of decline,  
forcing manufacturers  
to step in to help.

As many as 20,000  
new orders are being  
placed up ready at  
present throughout the  
country. The Society of  
Manufacturers and Traders  
confirmed a  
sharp fall in new car sales  
last month, but the  
figures were collected before  
the Budget was announced.  
Retailers should be able  
to get new car sales  
figures from officials  
but expect that they  
will be even lower than  
the 20 per cent paid off  
in January reduction in  
new car sales.

Even though dealers  
complained, Mr Lawson  
said the Budget would  
have some of the initial  
effect of a devaluation.

John McDermott, a  
man at Hedges of Chelmsford,  
said yesterday that  
the price of a 1.6i  
Vauxhall Cavalier Silver Sport  
at more than £3,000, is  
what he expected a little  
more than 500, much in  
line with the rest of the  
market.

At the Reg Vardy Garages  
at Westgate, 25,000 cars  
were bought in 19 days  
before Mr Williams was  
brought in. Demand would be  
over the weekend.

Mrs Williams, the gen-  
eral manager, said:  
"The market will be in  
spite of us. When you  
go to buy a Bentley it  
isn't a car. And our first  
£200 reduction made  
it look like it appears  
to be."

"The Budget will help  
us. We will have four  
cars ready before we go  
into the direction we  
are going in and there  
will be a lot of them.  
We do not expect  
any major business."



Lambeth  
sets  
highest  
poll tax

CLAS BROWN  
COUNCILLOR  
LAMBETH COUNCIL

THE TIMES THURSDAY MARCH 12 1992

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# Fringe parties put new slant on poll

By JILL SHERMAN AND MICHAEL McCARTHY

A COLOURFUL range of minority parties including Lindi St Clair's Corrective party, the Monster Raving Loony and Rainbow Connection parties, will line up with the three main contenders in the general election campaign.

While some will be trying to secure Westminster seats others, like the Rainbow Connection, will be campaigning against both politicians and Parliament, arguing that national policy should be decided by people in their own homes at the push of an electronic button.

The Monster Raving Loony party had been hoping to field 50 candidates to earn them an election broadcast, but its leaders admit this is unlikely. Loony Lord Tiverton, the party's minister of culture, said yesterday that the party's aim was "both to ridicule politicians and to allow people to record a protest vote against politicians".

The Corrective party, headed by Lindi St Clair, otherwise known as Miss Whiplash, will also be trying to field 50 candidates with a manifesto calling for social justice.

civil liberty, animal rights and equal opportunity, and the legalisation of prostitution.

The Green party and the Liberal party are the two largest minority parties, which have both faced a dramatic downturn in popularity. The Green party, which is holding its spring conference this weekend, is fielding 250 candidates, twice the number it put forward in 1987. Although its standing has risen considerably since the last election, its dramatic rise in the polls during the Euro-MPs election in 1989, when it won 15 per cent of the vote, has long since disappeared.

This is partly because it seen as a one-issue party and partly because the environment has fallen as an important issue from first place in 1989 to eleventh this year.

The Liberal party, officially relaunched in 1989, is putting forward candidates in 70 seats and will be fighting Liberal Democrat MPs in five constituencies.

Parties on the extreme right include the new anti-European group, the Anti-Federalist League which is standing against two cabinet ministers, Chris Patten in Bath, and William Waldegrave in Bristol West, and hoping to put up 34 candidates.

The Democratic Left, which replaced the Communist Party of Great Britain, will not be fielding any candidates, but will be urging tactical voting to scupper Tory chances of a fourth term. The organisation will follow up its official launch next week with an "Out of the Blue" party, where guests will be invited to dance to the end of 13 years of Tory government.

Parties on the extreme left are dwindling in strength, partly due to events in the Soviet Union. The Revolutionary Communist Party is putting up eight candidates in cities throughout the country. Using the slogan "Break out of the grey", it will appeal against tactical voting.

The Socialist Workers' Party, which will not be fielding candidates, will support Labour or the deselected Labour MPs Dave Nellist and Terry Fields, who are standing independently.



Loony tune: Screaming Lord Sutch, leader of the Monster Raving Loony Party, puts across his campaign message in typically flamboyant, if low tech, style. He will be contesting the prime minister's Huntingdon constituency on April 9. Screaming Lord Sutch began his campaign yesterday from the roof of a bright yellow "loony mobile" outside the Commons. The former pop singer possibly has more campaign experience than the prime minister. He fought his first election in 1963, two years before Mr Major failed to secure the London seat of St Pancras North.

## Headaches of a hung parliament

The election could provide a nightmare which Buckingham Palace quietly dreads.

The Tories remain the narrow election favourites. They are, after all, defending a 101-seat majority from 1987, when they took 43 per cent of the vote to 32 per cent for Labour and 23 per cent for the then Alliance. But if voters divide their support in the way indicated by virtually every opinion poll so far this year, we are heading not for single party majority government but for a hung parliament in which no party has an overall majority.

The biggest swing achieved by any party since the war is 5 per cent and Labour, needing an 8 per cent swing to achieve power in its own right, has never managed more than 3 per cent, so the odds are against Neil Kinnock going all the way.

But if capturing the 97 seats it will need to form a majority seems a daunting task for Mr Kinnock's party, there is a lesser target.

Only 51 Labour gains on a swing of 4 per cent are required for the Conservatives to lose their overall majority. Since opinion polls over the year have varied from a 21 per cent Labour lead to 11 per cent for the Tories, the prospect of a hung parliament is a serious one.

It seems likely that in the next parliament there will be six to ten MPs representing Plaid Cymru and the Scottish National Party (they go into the election with eight between them and with the SNP at least on a rising trend). There are 17 Ulster MPs connected with either of the two main parties and even if the Liberal Democrats, also on the upsurge again, fail to increase their current level of 22 MPs there would be comfortably more than 40 MPs who were neither Conservatives nor Labour. If the margin between the two main parties is narrow, that will result in a hung parliament with one or two other party groups in a position to deliver power to a minority.

In practice on all occasions this century when general elections have failed to produce a single party majority (two in 1910, 1923, 1929, February 1974) the outcome has been single party minority government. But the Wilson/Callaghan Labour government of 1974-9, starting with a majority of three seats, was forced to enter a pact with the Liberal party in March 1977, in order to see through its term.

In 1987 the Alliance of Liberals and Social Democrats campaigned for what they called a "balanced parliament" and much speculation has centred on the role of the Liberal Democrats this time. Paddy Ashdown, the Liberal Democrat leader, has been "wagging" with close colleagues the various possible outcomes of the election. He is not eager for a hung parliament, reckoning that his party is likely to emerge bruised from the manoeuvrings then required. But while the Liberal Democrats were reluctant to contemplate supporting a minority Conservative administration while the party was led by Margaret Thatcher he is now prepared to deal with either major party provided that the deal includes legislation for PR and a commitment to a full five-year term.

However, if the Tories offered PR and Labour did not, the Liberal Democrats could face considerable difficulty being seen to maintain in power a Tory party perceived as having "lost" the election.

In practice, therefore, a hung parliament is likely to lead by one route or another to a Labour government.

## Britons abroad to get legal fees help

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

BRITISH consulates can offer loans for legal fees to Britons facing trial abroad, Douglas Hurd said yesterday. The foreign secretary's statement was hailed by campaigners for extra help towards trial costs as a significant shift in the government's stance.

Stephen Jakobi, the lawyer heading the newly formed pressure group, Fair Trials Abroad, said: "We have detected a change in the government's position in that people who are genuinely embarrassed for funds can get a loan from the appropriate consulate for legal defence. This is a useful step but it does not answer the problem of people with no money being denied lawyers in foreign countries. There should be an entitlement to legal aid in such cases and the cost would

be modest, about £1 million to £2 million a year."

Supporters of the group include "Friends of Karen Smith", the support group for the teenager jailed in Thailand for drug smuggling.

Mr Hurd is being challenged at the election in his West Oxfordshire constituency by Marilyn Brown, whose son Nicholas has been waiting 14 months in India for trial on an alleged drugs charge. Mr Hurd said in a letter in *The Daily Telegraph* that consuls go to considerable lengths to secure proper legal representation.

"In the last resort, they can offer loans to pay legal fees... But it is not within the government's power to wave a wand and make the legal systems or prisons of foreign countries just like those at home."

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THE TIMES THURSDAY MARCH 12 1992

**SWINGS VII**  
The seats, and the votes, that will decide who rules in Britain



# ELECTION 92



**OPINIONS VIII**  
How the public mood changed during the past five years



Political ins and outs: 1987 saw a triumphant Margaret Thatcher swept back to power. Three years later, rejected by many in her party, she was replaced by John Major, who now ponders his fate in the election

## Five years that changed the face of politics

THE parliament on which John Major brought down the curtain yesterday will be remembered above all else for the toppling of his predecessor. The pundits who thought Margaret Thatcher's 1987 general election landslide would mean a period of relative calm were hopelessly wrong. For super-charged personal and political drama there may never be another like it.

Mrs Thatcher was brought down by a new local government tax, her opposition to closer integration in the EC, mistakes in running the economy that tipped it into recession, and a personal style that her cabinet, MPs and the voters found increasingly difficult to take. Hers was the last, and most sensational, of a series of departures from a cabinet that now contains no faces from 1979.

Nigel Lawson, the Chancellor she described as brilliant, went at the end of a dispute over the European exchange rate mechanism. Sir Geoffrey Howe, once her most important lieutenant, resigned over Europe, leaving her fatally wounded with one of the most devastating Commons speeches of modern times.

The parliament saw the birth under Paddy Ashdown of the Liberals and Social Democrats as a merged party, and the death of an independent SDP.

Neil Kinnock saw off a left-wing challenge to his leadership and cast aside the ideological baggage that helped Labour to lose three elections. He converted Labour to the market economy and multilateralism and left his opponents claiming he had forsaken all his principles in the pursuit of power.

June 11: Margaret Thatcher is returned to Downing Street for the third time with a 101-seat majority. She makes an instant pledge to tackle the problems of the inner cities.

June 15: David Steel, disappointed by the Alliance's performance, speedily tables proposals for the merger of the Liberal and Social Democratic parties.

June 25: The Queen's Speech contains a bill to introduce the community charge to replace the rates.

July 6: Labour decides to "review" the policies that have cost it three elections. Senior right-wingers including Peter Shore are ousted from the shadow cabinet.

July 30: The government decides that poll tax should be phased in over four years.

August 6: David Owen resigns as SDP leader as it votes by 57 per cent to 42 per cent to merge with Liberals.

October 7: A self-congratulatory Tory conference includes a debate on the poll tax in which calls are made for it to be introduced in one go rather than phased.

October 19: Black Monday sees the collapse of world stock markets, with £50 billion wiped off London share

values. Next day sees a drop of £40 billion. Nigel Lawson cuts interest rates.

November 2: Peter Brooke becomes Tory party chairman after top-level resistance to Lord Young of Grafton getting the job.

November 17: Cabinet decides to introduce poll tax in one go.

December 7: Mikhail Gorbachev becomes first Soviet Communist party general secretary to visit Britain in 31 years.

December 16: Michael Heseltine heads rebellion over community charge, calling it "Tory tax". Government majority falls to 72.

January 10: Lord Whitehead, chief anchor of the government, resigns as deputy prime minister on doctor's advice. His departure from the centre-stage will be sharply felt by Mrs Thatcher.

January 23: Liberal support for SDP conference supports a merger with the Liberals.

March 15: Lawson cuts basic rate of tax to 25p and top rate to 40p, adding fuel to an already overheated economy.

Mrs Thatcher calls Budget a "bummer", but privately she is in deep disagreement with Lawson over his policy of shadowing the Deutschmark. She is furious at his policy of holding down the pound by selling it heavily on the foreign exchanges. "You cannot buck the market," she says. Lawson again cuts interest rates and the economy moves towards an inflationary boom. It is later admitted that serious policy errors have been made.

March 23: Tony Benn challenges Neil Kinnock for Labour leadership. Eric Heffer challenges Roy Hattersley for the deputy's job. Prominent leftwingers resign from Campaign Group in protest.

March 30: John Prescott enters the contest for deputy leadership. Kinnock stakes his authority on the re-election of Hattersley.

April 17: Michael Heseltine is accused bitterly by ministers of being the inspiration behind an imminent revolt on the poll tax.

April 18: Government majority slumps to 25 as Tories attempt to wreck poll tax bill with "ability to pay" amendment. Kinnock says the Tory flagship has been badly holed. Defiant Thatcher presses ahead and sends bill to Lords.

May 9: Labour drops nationalisation without compensation.

May 11: David Steel decides against contesting leadership of merged Social and Liberal Democrats.

May 17: Lawson cuts interest rates from 8 to 7.5 per cent, the lowest since 1978.

June 5: Kinnock explicitly abandons unilateralism for the first time. "There is now no need for something for

Margaret Thatcher's last years in power were played out to a backdrop of turmoil at home and abroad. Philip Webster traces the events that brought John Major to office. Over the following eight pages *Times* writers analyse the Parliament which is about to be dissolved and the general election to come

nothing unilateralism," he says in a television interview.

June 13: Denzil Davies resigns as his defence spokesman over lack of consultation before Kinnock statement. More confusion on Labour defence stance and the leadership election creates internal turmoil and helps Tories to 12 per cent opinion poll lead.

June: Lawson begins to apply the brakes. Interest rates soar from 7.5 per cent to 13 per cent by November. There are eight increases between June and August 23. Edward Heath says Lawson is a one-club man, and that club is interest rates. The consumer boom results in a July £1.25 billion trade deficit.

July 14: A good result in the Kensington by-election lifts the cloud over Kinnock leadership.

July 28: Paddy Ashdown becomes leader of the SLD, heavily defeating Alan Beith.

September 21: Mrs Thatcher sets her face against European political and economic union in a speech that becomes a rallying point for the anti-federalists, and a source

of discontent for the Eurosceptics.

October 2: Kinnock and Hattersley rout Benn, Prescott and Heffer in leadership election. Leadership is beaten on defence but pledges to change nuclear policy.

October 13: Lawson promises to maintain high interest rates until inflation reduces. Tories chant "Ten more years" after Thatcher speech to conference.

November 11: Labour loses Gowan by-election to SNP.

November 16: Thatcher makes farewell visit to Ronald Reagan. They hail their periods of office as a turning point in world history.

November 28: Lawson under growing Conservative and Labour attack in Commons over high interest rates.

December 4: Edwina Currie says most of the country's egg production is infected with salmonella. Huge drop in egg demand follows.

December 16: Mrs Currie resigns.

Sir Alan Walters, Mrs Thatcher's former economic adviser, writes of the wasted years in the battle against

inflation. He calls the ERM "half-baked."

January 12: Lawson tells MPs that inflation is worsening.

February 1: Labour's defence policy review team boosted by Kremlin support for its multilateralist approach.

February 14: False dawn for SDP as it seizes second place in Richmond by-election.

February 15: Labour triumphs in European parliament elections after disastrous Tory campaign dogged by rows over Thatcher policy.

May 19: Inflation hits 8 per cent. Mrs Thatcher blames Lawson for letting economy get out of hand.

June 13: Mrs Thatcher is forced publicly to back Lawson as pound slides.

June 15: Labour triumphs in European parliament elections after disastrous Tory campaign dogged by rows over Thatcher policy.

June 27: At the historic Madrid summit Mrs Thatcher agrees that, subject to conditions, Britain will one day join the ERM. It is revealed much later that she does so only after a threat to resign from Sir Geoffrey Howe, her foreign secretary, and Nigel Lawson.

July 6: Tory backbench out-

cries over effects of safety net to cushion poll tax. MPs say marginal seats are at risk because high-spenders will be bailed out by the affluent.

July 24: Dramatic reconstruction of cabinet sees Sir Geoffrey Howe moved, against his will, from the Foreign Office because Mrs Thatcher dislikes his preference for speedy European integration. John Major promoted to foreign secretary to become the crown prince of the Conservative party, and Kenneth Baker to privy chairman.

May 14: Tory unhappiness over Mrs Thatcher's hardline stance on Europe increases. Edward Heath says she would leave Britain a "second-rate power in a second-tier community".

May 15: Inflation rises to 14 per cent. Mrs Thatcher blames Lawson for letting economy get out of hand.

June 13: Mrs Thatcher is forced publicly to back Lawson as pound slides.

June 15: Labour triumphs in European parliament elections after disastrous Tory campaign dogged by rows over Thatcher policy.

June 27: At the historic Madrid summit Mrs Thatcher agrees that, subject to conditions, Britain will one day join the ERM. It is revealed much later that she does so only after a threat to resign from Sir Geoffrey Howe, her foreign secretary, and Nigel Lawson.

July 6: Tory backbench out-

England and Wales.

April 4: Big gains for Labour in local elections. Heseltine, still a backbencher, unveils plans to reform poll tax.

May 24: Labour's policy prospectus for the election launch, embracing the market economy, a positive role in the EC and early membership of the ERM.

June 5: David Owen winds up the SDP.

July 4: Chris Patten secures extra £2.5 billion from Treasury to hold down poll tax.

July 12: Nicholas Ridley tells *The Spectator* that Germans are trying to take over Europe. Resigns two days later.

August 1: Saddam Hussein sends Iraqi troops into Kuwait. Britain sends air and naval forces to the Gulf.

September 30: Kinnock secures national executive victory over defence spending but is deserted by six members of his shadow cabinet.

October 5: Interest rates raised from 14 per cent to 15 per cent, guaranteeing a miserable Tory conference week for Lawson.

October 10: Government chooses last day of Labour conference to announce entry into the ERM. Major and Hurd have quietly persuaded Thatcher over previous months that there is no alternative. Tory divisions over the speed towards economic union and a single currency resurface at a subdued party conference.

October 18: Tories lose Eastbourne, seat formerly held by Ian Gow, who was murdered by the IRA. Liberal Democrats overturn majority of nearly 17,000.

Doubts revive over ability to win general election.

October 28: Against Mrs Thatcher's furious opposition Rome European Council summit sets 1994 deadline for start of second stage of EMU. She tells Commons it is "the back door to a federal Europe". She appears to undermine John Major's plan for a "hard euro" common currency.

November 1: Mrs Thatcher's uncompromising stand is the last straw for Sir Geoffrey Howe, who resigns. He is the last remaining member of the 1979 cabinet.

November 13: Sir Geoffrey makes a devastating resignation speech which virtually incites a challenge to Mrs Thatcher's leadership. She is, he says, risking Britain's future by her attitude to Europe. "The time has come for others to consider their own response to the tragic conflict of loyalties with which I have myself wrestled for perhaps too long," he says in a speech that stuns the Commons.

November 14: Heseltine, who has been wavering, flings down the gauntlet.

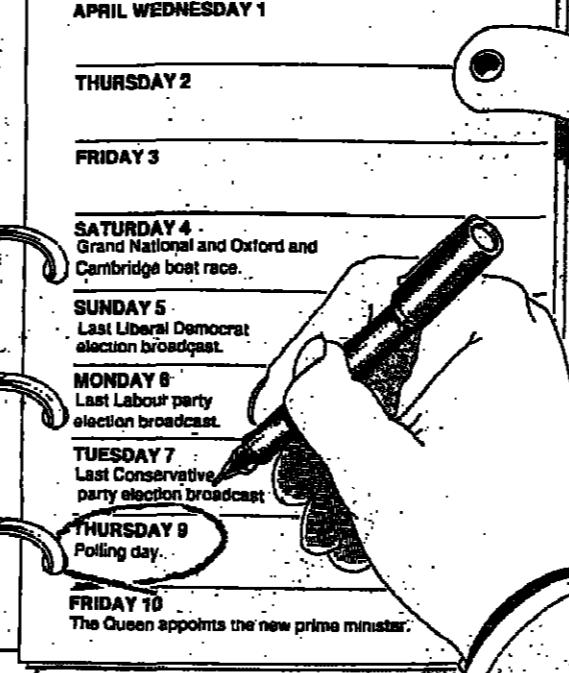
November 20: Mrs Thatcher polls 204 votes to Heseltine's 152, insufficient for an overall first ballot victory. In Paris she declares she will fight the second ballot.

November 21: Mrs Thatcher declares "I fight on, I fight to win", but one by one the cabinet resigns to tell her that she will lose and hand the leadership to Heseltine. By midnight, she has decided

Confirmed on page VIII

ns abroad to gal fees help

JOHN MAJOR'S ELECTION DIARY	
<b>MARCH THURSDAY 12</b>	Major addresses 1992 committee. Budget debate (carried)
<b>FRIDAY 13</b>	Finance and other parliamentary business rushed through. Conservative central council opens in Torquay. Neil Kinnock launches Labour campaign in Edinburgh
<b>SATURDAY 14</b>	John Major launches Tory campaign in Torquay
<b>SUNDAY 15</b>	
<b>MONDAY 16</b>	Parliament dissolved. Conservative national Executive and shadow cabinet approve manifesto.
<b>TUESDAY 17</b>	Tory manifesto expected. John Smith presents Labour's alternative budget
<b>WEDNESDAY 18</b>	Labour publishes manifesto.
<b>THURSDAY 19</b>	February unemployment figures.
<b>FRIDAY 20</b>	Retail price index: inflation figures.
<b>SATURDAY 21</b>	
<b>SUNDAY 22</b>	
<b>MONDAY 23</b>	Trade figures.
<b>TUESDAY 24</b>	
<b>WEDNESDAY 25</b>	World Cup cricket final.
<b>THURSDAY 26</b>	Nominations close
<b>FRIDAY 27</b>	
<b>SATURDAY 28</b>	Neil Kinnock's 50th birthday.
<b>SUNDAY 29</b>	John Major's 49th birthday.
<b>MONDAY 30</b>	
<b>TUESDAY 31</b>	Concluding day for setting of poll tax bills.
<b>APRIL WEDNESDAY 1</b>	
<b>THURSDAY 2</b>	
<b>FRIDAY 3</b>	
<b>SATURDAY 4</b>	Grand National and Oxford and Cambridge boat race.
<b>SUNDAY 5</b>	Last Liberal Democrat election broadcast.
<b>MONDAY 6</b>	Last Conservative party election broadcast.
<b>TUESDAY 7</b>	Last Conservative party election broadcast.
<b>THURSDAY 9</b>	Polling day.
<b>FRIDAY 10</b>	The Queen appoints the new prime minister.



## State-of-the-art party machines are overhauled for the drive to win power



Ladder to success: the party campaign chiefs

For the next few weeks, the eyes and ears of the nation will be bombarded with the wizardry of modern political salesmanship. Television screens will echo with soundbites, newsprint hit newspaper advertising venues will get a welcome boost, and hardly a night will go by without a party political broadcast.

The battle for power is about shoring up long-standing support and winning over the undecided. But there is another side behind the crossfire of slogans and images like the party machines.

Money, management and manpower are the key — and, on the face of it, the brief enter the campaign with a huge advantage.

Chris Patten, the Tory chairman, has an election war chest of around £20 million, more than twice the £9 million the party spent in the 1987 election. John Cunningham, his Labour counterpart, will have to make do with about £5 million. Des Wilson, the Liberal Democrat campaign chief, is the poor relation. Its £2 million budget is no more than the alliance of the Liberals and the SDP mustered four years ago.

Yet, as the last election demonstrated, biggest is not always best. By common consent, under the guidance of Peter Mandelson, Labour had the best campaign. Drawing heavily on unpaid help from its friends in the advertising industry and making the most of limited resources, it outshone the Tories in the image business. The campaign fell apart in the end as the contradictions of the party's taxation and defence policies became all too apparent.

Labour carries this election free

of much of the ideological baggage that weighed it down in 1987. With a straight fight in prospect, Mr Patten must be worried that the managerial skills honed at Walworth Road since the mid-1980s could give Mr Kinnock a decisive edge. He will also be concerned about the relative lack of experience of his team of election planners at Conservative Central Office.

Shaun Woodward, the communications director, and Andrew Lansley, the research chief, have never fought an election campaign. Mr Patten, who is defending a wafer-thin majority in Bath, will have to divide his time between the national campaign and battling to save his political skin. In an attempt to strengthen Smith

Supporting the crossfire of slogans and images are the workers who keep the election battle on course and in top gear. Nicholas Wood reports on the campaign behind the scenes

Square's political expertise, John Wakeham, who is stepping down at the election, and Gillian Sheppard, a junior Treasury minister, have been drafted in.

A concerted effort has been made to devise a coherent election strategy in which early campaigning has featured a determined attempt to keep the Tories' strongest cards — the economy and taxation, trade union reform, defence and John Major's leadership — in the public eye and to tarnish Labour's positive image on education and health.

Mr Patten has had to work fast. As one insider put it: "A year ago when we asked what the election strategy was, they talked about bringing in half a dozen temporary press officers." Now, with the appointment of Bill Muirhead as the linkman to Saatchi and Saatchi and the close involvement of Maurice Saatchi,

plus the arrival of Russ Pipe as head of presentation, the party machine believes it is better equipped for the fray.

In 1987, the Tories have poured staff and equipment into 70 marginal seats it must hold to be sure of repelling Labour. Central Office has sought to reverse the long-running decline in the number of constituency agents. Tony analysis of the results last time concluded that, on the strength of national voting, Mrs Thatcher should have had a majority of 60. In fact she romped home with a majority of 101 because of the success of the marginal seats operation.

The party enters the campaign at least £10 million in the red and the campaign is bound to be followed by some drastic cost-cutting. As Lord McAlpine, the former treasurer, who is reputed to have been recalled to the colours for a final appeal to business

backers, was fond of remarking: "It's better to be broke and in government than in opposition and solvent."

Labour also faces the daunting prospect of cutting jobs at its Walworth Road headquarters in south London once the campaign is over. The party appears to be on course to fill its campaign war chest with a last-minute whip-round among trade unions.

Neil Kinnock has formed his "leader's committee" to oversee the campaign. This is the apex of a pyramid of informal committees which for months, under the leadership of Jack Cunningham, the campaigns co-ordinator, has been quietly plotting the campaign.

The committee reflects the shadow cabinet, the national executive and the trade unions, which put up most of the money. Bill Morris, who takes over as general secretary of the transport workers' union, and John Edmonds, general secretary of the GMB general union, are the key union members.

The shadow cabinet is represented by Roy Hattersley, John Smith, and Bryan Gould. John Prescott and Jo Richardson are

among those giving voice to the NEC.

The Liberal Democrats start the campaign in better shape than at the last election. In place of the triple-headed monster of 1987, which dissolved into bickering and confusion among the separate Alliance, SDP and Liberal campaigns, the centre party has a single campaign under a single leader and a single campaign chief. Mr Wilson has spent a year welding the party into a coherent fighting force.

Once the campaign begins, Mr Wilson and his ten-strong group of election planners will be in sole charge of the election machine based at the former SDP nerve-centre in Cowley Street near the Commons. Paddy Ashdown, the party leader, will be the main spokesman.

The centre party this time will not be placing so much emphasis on target seats. Instead, it will be operating "layered targeting", a system in which objectives are set for each local party. Activists fighting an unwinnable seat might be asked to aim for 10 per cent of the poll. Those in more promising terrain might be aiming for 40 per cent.

## Tories ignore the lessons of history

BY ROBERT MORGAN, PARLIAMENTARY STAFF

**I**N THE final kick for the finishing line, the athlete asks himself: Have I gone too early? John Major must be asking himself that question today. Historical precedent suggests that had he waited for May he might have had a better chance of winning. And had he waited until June it might have been better still.

The early summer has been a good time for the Tories when it comes to winning elections. Since the end of the second world war they have won all three contests in June and both those in May. There are no post-war precedents for an April poll.

In the 13 general elections since the war, October has been the most popular month, but June has the best omen for the Conservatives. The party won two stunning June victories under Mrs Thatcher, in 1983 and 1987, and one under Edward Heath when he defeated Harold Wilson's Labour government in 1970. The Tories won the election in May 1955 when they increased their majority to 60 and in May 1979 when Mrs Thatcher had her first win after the so-called winter of discontent.

When party leaders let the Parliament run into the fifth and final year, things tend to go awry. The Attlee government was elected in July 1945 and remained in power for almost five years. When the election came in February 1950 Labour was all but crushed and a majority of 140 reduced to only six. The Liberals and all other minor parties were virtually wiped out. Eighteen months later in the first of the four October elections, Winston Churchill led the Conservatives to a 17-seat overall majority.

In May 1955 the people gave an overwhelming vote of confidence to the new prime minister, Anthony Eden. He had taken over from Churchill only seven weeks before polling day.

October again proved a good month for the Tories in 1959. Under Harold Macmillan they were returned with an overall majority of

100. The Parliament was to go the full term although an election had seemed likely in 1963, spy scandals, the Profumo affair and Macmillan's illness rested in delay. Sir Alec Douglas-Home took over the leadership but at the end of what was called "13 wasted yrs" he lost on October 15, 1964, to Harold Wilson. Labour had an overall majority of 11. That majority was reduced to three when Labour lost a by-election in January 1965.

In March 1966, Harold Wilson sought a fresh mandate and Labour won with a majority of 37. Four years and three months later, the Conservative, now led by Edward Heath, were returned to power with an overall majority of 30.

Less than four years later Wilson was back in power, but only just. The first of the two 1974 elections was on February 1 and it was not until three days after polling that Wilson was asked to form a government when it became clear that no party had an overall majority. On October 1, in the second election, Labour won with an overall majority of three. It had been the shortest Parliament in history.

Harold Wilson resigned the prime ministership in 1976 to be succeeded by James Callaghan. Like Attlee, Douglas-Home and Wilson before him, Callaghan took the Parliament well into its fifth year of disastrous results. On May 3, 1979, Margaret Thatcher led the Tories back to power with a majority of 44. On June 9, 1983 she increased that majority to 144 over all other parties. Early summer seemed to be her luckiest and four years later the Tories had a majority of 10. Mrs Thatcher was the first party leader for 150 years to win three elections in a row.

Of the 13 elections since the war, the Conservatives have won seven and Labour six. However, the Tories have dominated the governance of the nation, ruling for 31 of the 47 years.

## Faces that pass into history



David Owen

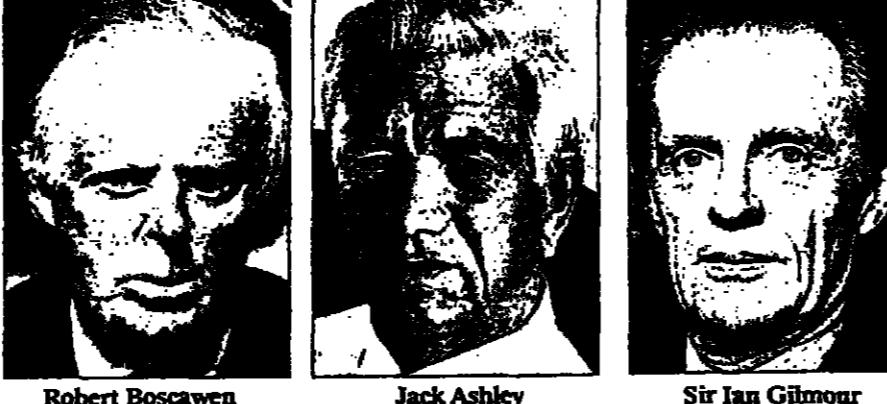
Michael Foot



Bernard Weatherill

Sir Cyril Smith

Cecil Parkinson



Robert Boscawen

Jack Ashley

Sir Ian Gilmour



Sir Geoffrey Howe

Merlyn Rees

## Veteran leaders join the exodus from Parliament

BY ROBIN OAKLEY, POLITICAL EDITOR

WHATEVER happens at the election the new House of Commons will be without two former party leaders, both of whom have commanded the House of Commons in their different ways: Margaret Thatcher and Michael Foot.

Leaving the House with Mrs Thatcher, who will not contest the Finchley seat she has held since 1959, are ten former members of her cabinets: Sir Ian Gilmour, Sir Geoffrey Howe, Nigel Lawson, John Moore, Cecil Parkinson, Nicholas Ridley, Norman Tebbit, John Wakeham, Peter Walker and George Younger.

Accompanying Mr Foot into retirement on the Labour side are Denis Healey, reckoned by many to be the best foreign secretary Britain never had, and the former home secretary Mervyn Rees, together with other former ministers Peter Archer, Denis Howell, Sir Patrick Duffy, Alex Eade and Harry Swindler.

The departure of Robert Boscawen, a longtime Tory whip and member for Somerton and Frome, will deprive the Commons of its last holder of the Military Cross.

Quitting the Labour benches is the whip Frank Haynes, the stentorian questioner of the prime minister and cross-party chum of Mrs Thatcher.

Jack Ashley, the retiring Labour MP for Sedgefield, South Tyneside, now 67, lost his heart with a virus infection in 1968, two years after his election. He was persuaded by friends to stay on in Parliament where he has been one of the most effective campaigners for the disabled.

The volatility of today's political scene has removed the former option of quiting in the course of a Parliament without special cause. MPs know that their party cannot afford by-elections when in government, and a decision to stand again has become effectively a decision to serve through the next parliament.

The parliament is expected to be a strenuous one with a smaller majority whoever is in government. Anyone born before April 1927 could be 70 before the end of the next parliament. Anyone born before April 1932 could expect to reach the common retiring age of 65 by then.

The oldest MP on the Tory

### CONSERVATIVE

	Constituency	New candidate
Julian Amery	Brighton Pavilion	Derek Spicer*
Alan Apter	Hastings	not yet chosen
William Benyon	Milton Keynes NW	Berry Legg
(seat splitting)	Stockport S	Peter Butler
St Peter's	Southend & Frome	Nick Hawkins
Sir Bernard Braine	Castle Point	John Cope*
John Brownrigg	Winchester	Robert Spink
Sir Anthony Buck	Chesterfield N	Gerald Malone*
John Clark	Croydon S	Bernard Jenkin
Alan Clark	Croydon S	Richard Ottaway*
John Dean	Fylde	not yet chosen
Sir John Farrar	Harborough	Liam Fox
Sir Geoffrey Fransberg	Hampstead & Kilburn	Edward Garnier
Sir Ian Gilmour	Chesterfield & Ambergate	Oliver Letwin
Sir Denis Healey	Windsor & Maidenhead	Cheryl Gillan
Sir Michael Heseltine	Bury St Edmunds	Michael Trend
Sir Peter Heseltine	High Peak	Richard Spring
Sir Alan Howie	Brentford & Isleworth	Charles Hendry
Sir Geoffrey Howe	E Surrey	Nir Deva
Sir John Major	Cheltenham	Paul Arnsworthy
Sir Alan Mowbray	Redcar & Cleveland	John Taylor
Sir John Moore	Rotherham	Andrew Robertson
Sir Denis Howell	Sheffield S	David Willets
Sir Michael Phillips	Sheffield S	Michael Stephen
Sir Robert Macmillan	Sheffield E	Eric Pickles
Sir Michael Mohan-Wyllow	Sheffield E	David Tredinnick
Sir Robin Maxwell-Hyslop	Sheffield N	Judith Chapman
Sir Anthony Meyer	Thirsk & Malton	Angela Browning
Sir Hal Miller	Bridgesgate	Rod Richards
Sir John Misanaphi	Grimsby Central	Roy Thomas
Sir Charles Morrison	Deeside	Norman Tebbit
Sir Peter Morrison	City of Chester	Sir Paul Bannister
David Mudd	Falmouth & Camborne	Michael Ancram*
David Price	Hertsmere	Gyles Brandreth
Keith Ratcliffe	Orpington	Sebastian Coe
Sir Timothy Raison	Ilford	James Clegg
Sir Robert Rhodes-Jones	Aylesbury	Simon Dargan
Nicholas Ridley	Cambridge	Michael Whaley
Sir John Major	Gloucester/Tewkesbury	David Lidington
Sir John Macmillan	Harwich	Mark Bishop
Sir Hugh Pollard	Hornsea & Holderness	G. Clinton-Brown
Peter Ross	Eastbourne	John Taylor
Sir Michael Shaw	Scarborough	Andrew Bell
Ivor Stanley	Orpington	Angela Knight
Ian Stewart	Hertsmere	John Sykes
Sir David Steel	Harrow & Stortford	John Hornam*
Norman Tandy	Harrow & Stortford	Chris Heald
Margaret Thatcher	Cheshunt & Chipping Barnet	W. Haverstock
Peter Walker	Worcester	Iain Duncan-Smith
John Wakeham	Colchester S & Maldon	Peter Luff
Sir Alan Womersley	Westbury	John Whittingdale
Kenneth Warren	Haverhill	David Tegg
Mike Woodcock	Haverhill & Rye	Jacqui Laidlow
George Younger	Ely	Andrew Pearce

### LABOUR

Peter Archer	Ward W.	John Speaker*
Jack Ashley	Stocks-on-Trent S	George Stevenson
Bob Crowther	Edinburgh Leith	Malcolm Chisholm
John Dower	Sunderland N	Wenman Etherington
Dick Douglass	Huddersfield	James Joyce
Sir Patrick Duffy	Doncaster W	Rachel Soames
Harry Evans	Falkirk E	Clive Betts
John Fenton	Middlesbrough	Michael Connarty
Terri Fielder	Leeds & Bradford	Eric Fairbairn
Michael Foot	Sheffield Hillsborough	Not yet chosen
Frank Haynes	Blaenau Gwent	Helen Jackson
David Howell	Ashfield	Stephanie Smith
John Hughes	Leeds E	Geoffrey Greene
David Lamble	Stretford & Sale	Robert Gossiffe
James Lamond	Coventry NE	Robert Anstruther
John Major	Cunningham S	Brian Donohoe
Alan McLeay	Ochilburn Central & Ryston	Bryan Davies*
Dave Muller	Hartlepool	Patricia Mandelson
Merlyn		

## Parties go to war over the economy

By ROBIN OAKLEY, POLITICAL EDITOR

**T**HE central theme of what promises to be a bitter election has been clear for months. Throughout the phoney war period since the new year, Labour has sought to depict John Major and his team as incapable of managing the economy. The Tories, beset by a recession which has lasted far longer than ministers expected, have concentrated their attack on the cost of Labour's spending plans, insisting in the words of party chairman Chris Patten: "Dogs bark, cats meow and Labour puts up taxes".

Long term, the Conservatives forced to increase borrowing to cope with the recession, remain committed to a "balanced budget" over the economic cycle and to the containment of public spending. But there is a new emphasis on increasing the quality of public services, with an £11 billion boost in last year's autumn statement. John Major has renewed Mrs Thatcher's commitment to reduce income tax further.

In the Maastricht negotiations Mr Major reserved Britain's position on joining a single European currency with the "opt-out clause". He and Norman Lamont, the Chancellor, have fought off pressures to devalue within the exchange rate mechanism of the European monetary system. Bearing down on inflation remains the central focus of Tory economic policy, with ministers emphasising that low inflation is the key to prosperity.

The Conservatives remain committed also to further denationalisation. British Coal and British Rail are scheduled for privatisation in the next parliament.

The Liberal Democrats enthusiastic about a single European currency, are pledged to make the Bank of England independent and to put the pound into the narrow band of the exchange rate mechanism of the European monetary system. They are planning an economic package to get 400,000 people back to work within a year, measures to strengthen competition and a merger of tax and national insurance systems. They are planning a switch in taxes on pollution rather than on income or spending.

## Labour holds high ground on NHS

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

**H**ealth is easily Labour's strongest card. According to Mori's polling, Labour outscored the Tories by more than two-to-one on the issue.

Surveys in the autumn showed that as many as three people in four believed the government's reforms amounted to backdoor NHS privatisation. Robin Cook, Labour's spokesman, appears to have an attentive audience for the campaign.

The government's problem is that it is implementing far-reaching changes rushed through by Margaret Thatcher and close cabinet colleagues in response to one of the services' recurring funding traumas.

Although ministers can cite polling evidence pointing to high levels of patient satisfaction with doctors and hospitals, the attempt to translate market disciplines to a vast, state-run bureaucracy is at too early a stage to produce definitive results.

William Waldegrave, the health secretary, will continue to argue doggedly that the best way of raising standards is by making hospitals compete for patients and therefore money. He will dismiss, as scaremongering and lies, Labour claims that the service is being privatised as hospitals leave its umbrella. The decision to delay the election until this year will help Mr Waldegrave. Trust hospitals have not gone bust; fund-holding has proved surprisingly popular among GPs, and the BMA has softened its initial outspoken opposition.

After flirting with the purchaser/provider split at the core of the internal market, Labour has come down against salvaging even this vestige of Tory reforms. Although Mr Cook would bring trust hospitals back under health authority control, he is also planning a £400 million incentive fund to

reward those that meet performance targets. In place of the fund-holding scheme, he intends bonuses for GPs who play an active part in raising standards.

Labour would also review eye tests and dental checks and ban tobacco advertising. A cabinet committee will be set up on health promotion and a London-wide authority created to reorganise services.

Mr Cook has been unable to win a commitment from his shadow Treasury colleagues to a specified amount of extra cash. Instead, he will advance behind a promise to restore "underfunding", variously assessed at around £6 billion. This will take at least the lifetime of a parliament.

In their different ways, the main parties accept that the NHS has to be made more consumer-friendly. They are promising more information to patients, more courteous service and an end to interminable waits in out-patient clinics. The Tories, through the patient's charter, are promising a maximum waiting time for surgery of two years. Labour plans a taskforce to tackle waiting list blackspots and proposes a national quality commission to set and enforce standards. Preventive medicine is another area where there is high degree of agreement.

The Liberal Democrats lean more to Labour's diagnosis of the service's ills, deplored the Tories' "commercialism" and saying that more money should go hand in hand with a greater emphasis on healthy lifestyles, consumer rights and democratic accountability. Understandably, given the thunder generated by the two main parties, it has chosen to concentrate its fire elsewhere.

Denying Tory claims that its spending programmes would require raising an extra £35 billion a year through increased taxation, Labour has pledged not to raise the 25p standard rate and has not ruled out a tax rate of lower than 25p for those on low earnings. Labour is also pledged to treat women as fully independent for tax purposes. Couples would be given the right to split the married woman's allowance between them, but it will be frozen at the present level so "freeing resources to improve child benefit and other support for families".

The Liberal Democrats also plan to tax energy sources phasing in petro tax increases of 10p a gallon each year for five years to reduce pollution and steadily reducing income tax and VAT.

In last year's Budget Norman Lamont restricted tax relief on mortgage interest to the standard rate. Labour will do the same. But the Liberal Democrats are pledged to phase out mortgage tax relief.

ELECTORAL reform will take a higher profile at this election than in any before. The Liberal Democrats are campaigning on the basis that it is the whole system of government which needs reform, not just the policies of particular parties.

Paddy Ashdown is sworn to do no deals in a hung Parlia-

ment unless the Liberal Democrats are promised legislation on PR, although few expect such a deal to be on offer until a second consecutive hung parliament. There is growing pressure for PR too in Labour's ranks, in part fostered by the eagerness to

pick up former SDP votes and to counter the Liberal Democrats.

Nell Kinnock, fearful of being depicted as having given up the hope of Labour winning power on its own account, has not supported PR. But Labour has support-

## Deep split on council funding

By JILL SHERMAN  
POLITICAL CORRESPONDENT

THE unpopular poll tax, and its likely successors, have dominated the political agenda over the past year and will be a key issue in the election campaign. The Conservatives quickly disowned the community charge as soon as John Major became prime minister and decided to replace it with a council tax comprising both a property and a personal element.

The council tax would be based on seven bands starting at property valued at

£40,000 and ending with a top band of £320,000.

Labour would replace the poll tax with a property-based tax related to the ability to pay, which it claims would save an average of £140 a household. The new tax, which would also be introduced in April 1993, would be based on the valuation registers used for assessing rates until 1989.

The Liberal Democrats' solution to the poll tax is a local income tax set by local councils and collected by the Inland Revenue.

Getting the message: graffiti in Bristol typifies the hostility to the poll tax that led the Tories to rethink

## Liberal Democrats push for electoral reform

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Doubts remain over which party will gain if the Liberal Democrats prosper

## Poll surge revives three-party politics

BY ROBIN OAKLEY, POLITICAL EDITOR

**BALANCE OF POWER**

IN THEORY the Liberal Democrats, entering this election with 22 seats, should finish with a smaller number in the next parliament. They have never yet approached in the opinion polls since 1987 the 23 per cent of the vote obtained at the last general election by the SDP/Liberal Alliance. But the party has risen lately in the polls, benefiting ironically from the publicity given to Paddy Ashdown over a five-year-old affair with a secretary.

Third parties have shown an ability to hold on to seats against the trend, and the Liberal Democrats have prospered over the past year, helped by the performance of their leader during the Gulf war, by their election victory at Eastbourne, Ribble Valley and Kincardine and Deeside, where they achieved by-election swings of 20, 25 and 11 per cent. And they will have in their sights the Tory party chairman, Chris Patten, whose majority over an Alliance candidate in Bath last time was a precarious 1,412. They will be expecting to score well at Cheltenham, where Tories engaged in an ugly split over the selection of John Taylor, the black candidate who takes over a majority of less than 5,000 from Sir Charles Irving and where they have regularly come close in the past. They can claim strong roots in the "Celtic fringe" — areas of Scotland, Wales and the West Country. But now their appeal may be widening to better-off tracts, especially in the south, where Conservative supporters have been alienated by mortgage rate increases and frightened by unemployment. They are breathing hard down the necks of some Tory MPs.

Lord James Douglas-Hamilton, the junior Scottish minister, holds Edinburgh West by no more than 1,234. Most vulnerable of all is David Martin, the Tory MP for Portsmouth South, whose future hangs on a thread of 205 votes.

The Liberal Democrats will be looking to hold on to gains

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The Liberal Democrats have their danger spots. They will be anxious to see how big a personal vote the departing personality Sir Cyril Smith had in Rochdale, where he is succeeded as candidate by the actress Liz Lyne. At Brecon and Radnor, Richard Llewellyn has a majority of only 56 votes in a close three-party contest last time, and nine of his colleagues have majorities below 5,000.

**Top 20 Tory targets for Liberal Democrats**

Seat	% swing required	Required Seat	% swing required
Portsmouth S	0.2	Conwy	3.7
Stockton S	0.7	Chesham & Amersham	3.5
Southridge NE	1.3	Southwark	4.0
Edinburgh W	1.3	Plymouth Drake	4.0
Bath	1.4	Devon N	4.1
Hereford	1.4	Isle of Wight	4.1
Cotswold	1.5	Oxford W & Abingdon	4.5
Westbury	1.7	Worcester & Camborne	4.7
Richmond & Barnes	2.0	Cambridge	4.7
Kincardine & Deeside	2.2	Stevengate	4.8

**Casting about for votes**

BY ROBERT MORGAN

TORY hopes of picking up thousands of votes from Britons living abroad appear to have been dashed. Only a few thousand of the two and half million expatriates entitled to vote have registered.

In 1989 the law was changed, extending the right to vote to expatriates who had lived overseas for up to 20 years. Previously it was five years. Conservative Central Office mounted a publicity campaign, but it failed to produce an upsurge in registrations. Many of the party's 48 overseas branches ran local advertising campaigns. According to the Office of

**EXPATRIATES**

Population, Censuses and Surveys, only 34,454 names appeared on last year's overseas register.

Labour, meanwhile, is hoping to persuade disabled and housebound voters to register for a postal or proxy vote. According to Jack Astley, the chairman of the all-party disablement group, disabled people find it difficult to get information about how to get on to the electoral register.

Labour has been pressing the Home Office to give greater publicity to postal and proxy voting arrangements. Once an election is called, there is only ten days to register for a postal or proxy vote. It is estimated that there are up to 6,000 housebound electors in each constituency.

## Party leaders woo women

BY SHEILA GUNN



Richardson: wants improved maternity rights

### FAMILIES

WITH women making up more than half the electorate, the party leaders are competing fiercely for their votes. John Major, Neil Kinnock and Paddy Ashdown all talk about choice and opportunity. When it comes to the key question of what social engineering should be carried out to change women's lives, they are not so sure.

The Conservative party in the Thatcherite 1980s was hung up about two distinct types of Tory women in evidence at their annual conferences. There were those dominating the grassroots and constituency associations, the "nesters" who believed a woman's place was primarily in the home; and the "highfliers", under the banner of the former party vice-chairman for women, Emma Nicholson.

In the past few years that line became blurred as it was recognised that most women fall into both categories at different times in their lives. Independent taxation together with tax relief on savings of non-earners both brought benefits for many women.

Tory policy now makes some concessions to both camps. After wobbling about child benefit in the mid-1980s, the party is committed to continuing to pay it to all mothers, with annual uprating in line with inflation. Extra money is promised for poor families through increased family credit. Tax relief on workplace nurseries was a token move towards working mothers, but many are reluctant to travel to work part-time and would benefit

from the same employment rights as full-time workers. For those working full-time, she wants maternity rights in line with many other European countries.

In the party's *Woman Today* magazine, Ms Richardson wrote: "Better childcare, time off for parents, first-rate training, fair pay and more flexible working hours — they're all essential to help women and men combine caring for a family with earning a living". Neil Kinnock is committed to offering nursery school places to every three- and four-year-old by the year 2000.

The Liberal Democrats promise similar support and, in addition, are committed to electoral reform. They believe that a PR voting system would bring far more women into politics and public life.

## Students favour Labour

BY JOHN WINDER

MORI polls taken in the past four years show that if the decision were left to them alone, voters in the 18 to 24 age group would have given Labour a majority over the Conservatives at any time since the end of 1987.

At the 1987 election, the age group showed a wafer-thin vote for Labour of 39 per cent, as against 37 per cent for the Conservatives.

In the last quarter of 1991, Labour support stood at 47 per cent, while the Conservatives had 36 per cent, at the expense of the Liberal Democrats, who reached a high of 12 per cent backing among

### YOUTH

these young voters in the third quarter of the year, but fell back to 10 per cent by the end of the year.

John Major's decision to go to the country on April 9 will dissipate a significant proportion of the student vote, since many will be away enjoying Easter vacations. Several of the larger seats of learning are in marginal constituencies and the absence of a number of student voters could have a critical effect.

There must be a footnote to any consideration of youthful voting: that young people are much less likely to go to the polls than their elders. The voting record of the 18-24 year olds is usually under 50 per cent, while more than 80 per cent of pensioners put their crosses on ballot papers.

## Muslims split over Westminster role

BY PETER MULLIGAN

ONE of the most intriguing of the election dramas will be played out in the Muslim community, where a clear split lingers after the Salman Rushdie affair.

The determination by some to see Muslim MPs at Westminster is flatly countered by Dr Kafim Siddiqui, director of the Muslim Institute, who calls such efforts "an utter waste of time". He insists that the influence of even half a dozen would be swamped by a parliamentary system controlled by the rigours of the whip and ruthless adherence to party line.

Dr Siddiqui has set up a "Muslim parliament" which he predicts will "carry enormous weight" in the community. He believes Muslims will largely withhold their votes at the general election because of the bitterness left by the row over *The Satanic Verses*.

If he is right, and mainstream politicians take issue with him, the impact could affect marginal seats in the North of England held by Labour, which traditionally takes most ethnic votes, black as well as Asian.

Key constituencies where the Muslim population exceeds the majority of the sitting MPs are at Bradford South which Bob Cryer holds by 309, and Dewsbury where Ann Taylor, a member of the shadow cabinet, has a lead of 445. Max Madden, at Bradford West, is safer with a margin of more than 7,000. At Bradford North, Terry Rooney enjoys a 9,514 major-

ity after a by-election following the death of his predecessor, who led by less than 2,000. Observers will be watching to see whether the swing will be retained.

Labour believes it can win votes as a result of the collapse of the Bank of Credit and Commerce International, which hit Asian businessmen particularly hard and caused resentment against the authorities.

The party could draw comfort from opinion poll data from Mori covering January to December last year showing the resilience of its grip on the ethnic vote with 63 per cent of Asians and 68 per cent of blacks intending to support Neil Kinnock. The figures supporting the Tories are 29 per cent of Asians and 20 per cent of blacks. The Liberal Democrats appear to have a small appeal to the ethnic population — 6 per cent of Asians and 10 per cent of blacks.

Nerj Deva, who hopes to be the first Asian Tory MP at Brentford and Isleworth where Sir Barney and Islayhoe retire, is sceptical of Mr Siddiqui's assertions. However, he supports the creation of a "Muslim parliament".

Rejecting any notion that votes will be withheld at the general election, he said that British Asians should play an active role in the political and social institutions of the country.

## SNP hopes for independence election

BY JOHN WINDER



Sillars: aiming to build on his famous victory

Just as interesting is the effect of an increased SNP vote on parties that were runners up in 1987.

The Conservatives, as the only party sticking firmly to the union and not offering either independence, like the SNP, or a devolved Scottish parliament, like Labour and the Liberal Democrats, are hoping the debate will polarise and squeeze the Labour and Liberal Democrat vote, so saving some threatened Tory seats.

Until Christmas, it seemed that the SNP would be fighting simply to keep three seats it won at the last election from the Conservatives and striving to regain Dundee East and Western Isles from Labour. But the nationalists detected a strong upswell of support for their cause during the summer of 1991 and

coming contest as "the independence election".

The position is complicated by the fact that in 1987, SNP lost both the seats it had held in the 1983 election, but gained three new ones. Since then, it has won Glasgow Govan in a by-election, a seat it held for a short while in the mid-1970s after a by-election.

Margo MacDonald, who won the seat at a by-election in 1973 and lost it at the subsequent general election, is married to James Sillars, who won Govan for the SNP in November 1988. He will be hoping to build on his famous win, but Labour may expect to have regained some of the ground lost when Bruce Millan triggered the by-election by resigning on his appointment as a European commissioner.

The SNP, seeking a mandate for an independent Scotland, regards the forth-

## Tories break with long Ulster tradition

BY RICHARD FORD



Molyneaux likely to be last election as leader

MPs in two crucial seats, however, deals are expected.

In the west of the province,

Laurence Kennedy, the party's candidate in North Down, said he believed the government was not interested in winning seats in the province and that Mr Brooke's policy was designed to boost the Tories' opponents in Northern Ireland.

Their intervention provides the only spice to an election where the main interest will be watching for shifts in support between rival brands of unionism and nationalism. The Tories' best chance of taking a seat is in North Down, where a tussle for the unionist vote could give victory to any of three candidates.

The leading Tory figure in the province is at odds with government policy, and will campaign against efforts to

## The myth of the floating C2 voter

BY IAN CREWE

ASK a politician, journalist or pollster which social group holds the key to the next election and the almost inevitable reply is "the C2s" — market research jargon for skilled manual workers, foremen and supervisors. The C2s have entered psychological folklore as the "swing group in the key marginals".

Capture the hearts and minds of the skilled manual worker, the party strategists are told, and Downing Street is yours. But, like most folklore, it's a myth — or rather three myths rolled into one.

Myth number one is that the C2s are more volatile than other social classes. A persuasive argument underpins this fallacy: C2 voters tend to straddle class boundaries. They are typically both trade unionists and owner occupiers, working class but fairly secure and affluent. C2 men are often married to women doing white-collar office

work. Their mixed-class situation, it is assumed, turns them into floating voters.

The argument is plausible, but the evidence is non-existent. In 1987, according to Mori, the C2s swung by 2 per cent to Labour; so did the country as a whole. In 1983 the C2s swung by 4 per cent to the Conservatives; so did the country as a whole.

It is true that in 1979 the pro-Conservative swing among C2s was a massive 11.5 per cent — double the national swing — and here lies the origin of the myth. But 1979 turns out to be the only election since 1966 (when measures were first possible) where C2s were more volatile than other voters. In the other six elections their volatility was below the national average on two occasions and the same on four. Nor is there a scrap of evidence to suggest that C2s contain more "don't knows" than other voters or waver more during the campaign.

Myth number two is that C2s are concentrated in marginal seats. Behind this fallacy lies the false reasoning that marginal seats have a mixed class composition and C2 voters fall into the middle of the class spectrum; therefore marginal seats must contain lots of C2 voters.

The facts speak otherwise. Constituencies with above-average proportions of skilled manual workers are mainly safe Labour seats. At the top of the C2 league is Dennis Skinner's Bolsover (Labour majority 27.9 per cent) and in second place is the Scargill fiefdom of Barnsley East (Labour majority 60.5 per cent). Only two of the 25 seats with the largest proportion of C2 voters are Conservative marginals: Sherwood and Wolverhampton North East. There are more Tory marginals among the 25 seats with the lowest proportion of C2s: Hambledon & Highgate, Richmond & Barnes and Westminster North.

Myth number three is that C2s always side with the winning party. Not so. Up to October 1974, C2 voters preferred Labour to the Conservatives by a wide margin irrespective of the election result. When Edward Heath led the Tories to victory in 1970, C2 voters split 55 per cent Conservative, 35 per cent Conservative. In February 1974, when the Conservatives were ahead in the popular vote (but not seats), C2 voters split 47 per cent Labour, 30 per cent Conservative. Even in 1979, when so many C2s were successfully wooed by Mrs Thatcher, they marginally preferred Labour (42 per cent) to the Conservatives (40 per cent).

While Mr Paisley is a strong supporter of devolution, the Ulster Unionist leader, James Molyneaux, is at best lukewarm and more inclined to take an integrationist line. Fighting what is expected to be his last general election as leader, Mr Molyneaux is unlikely to see his party lose any of its nine seats, but it is not thought it can regain Enoch Powell's seat in South Down which was lost in 1987.

**Bigest shift since 1945 needed to put Kinnock in No 10**

## Labour looks for record swing

TO CUT through the psephological complexities of the election all one has to do is remember the 4-6 rule.

These are the size of the Conservative-to-Labour swings needed to produce each of three key outcomes:

- A 4 per cent swing would deprive the Conservatives of their overall majority.
- A 6 per cent swing would make Labour the single biggest party in the Commons.
- An 8 per cent swing would give Labour a bare overall majority.

The coming contest will elect 651 MPs (one more than last time because the over-sized Milton Keynes seat has been split into two). For an overall majority, Labour needs 326 seats — 97 gains to add to its 1987 total of 229. Ignoring by-election gains since then, this requires a uniform national swing (UNS) of exactly 8.0 per cent.

The likelihood of by-election defeats and backbench defections means that Labour would probably need an overall majority of about 15 to govern for a full parliament.

That would require a UNS of 8.3 per cent, or even more if the Liberal Democrat vote exceeds 20 per cent.

In one sense the 4-6 rule is misleading because, despite current polls, it assumes that the Liberal Democrats will hold on to the 23 per cent vote the Alliance won in 1987. If the Liberal Democrat vote falls to 13 per cent, Labour will need a 5.1 per cent swing to rob the Conservatives of their majority and a 6.7 per cent swing to become the largest party. A 5-7-8 formula might be more realistic.

The historical record shows that Labour faces a formidable task. It last achieved swings of the magnitude required in its landslide victory of 1945, a remarkable 13.9 per cent. But there were special factors: Labour had been part of the wartime coalition, no election had been held for ten years, and the upheaval of

Labour probably needs a majority of about 15 to govern for a full parliament, Ivor Crewe writes. The party has not achieved such a turnaround since the end of the second world war

war-disrupted normal voting patterns, since 1945 the largest swing — Labour at any rate — was 3.1 per cent (in 1964) and to the Conservatives 5.3 per cent (in 1979).

Even to reach first base and push John Major into a minority government, the swing to Labour needs to exceed that of any election since 1945.

Calculations based on the national swing always assume that it is uniform across the country. In reality it has become less and less so in recent elections. Four factors produce constituency variations in the swing:

□ The incumbency effect: Newly elected MPs tend to build up a personal vote by the following election, especially if they are defending a marginal seat and have a strong incentive to cultivate their constituency. This can be worth up to 1,500 votes where the MP has replaced a long-standing MP of another

party whose seat became marginal through population changes.

Most of those newly elected in marginal seats in 1987 were Labour MPs who should enjoy above average swings in their favour if, as expected, the national tide flows to their party. But incumbency effects might buck the odds and save some of the five Conservative gains from Labour in 1987 (Battersea, Ipswich, Thurrock, Walthamstow and Wolverhampton NE) and, more probably, the four Conservative gains from the Alliance (Cambridgeshire NE, Colne Valley, Isle of Wight and Stockton S) especially if the anti-government swing is fairly moderate.

The incumbency factor should also help Liberal Democrats to hold most of their seats, even if their vote falls well below that of 1987. This could deprive the Conservatives of up to five marginal seats.

Since 1979 Labour has been better off in the Northwest and worse than average in London. A repeat of that pattern this time would produce unexpected gains for Labour in the Northwest (21).

In practice, tactical voting

— strictly speaking the increase in tactical voting — has been too limited and patchy in the past to affect more than a handful of seats.

Conservative seats are only likely to fall to tactical voting if there is any sizeable national swing against the government. Even then the Conservatives could hold on to the Liberal Democrats' best prospects if, as polls indicate, former Alliance supporters in these seats switch back to Labour.

□ Local party splits and independents: These can produce surprise results in individual seats but are too few in number to alter the two-party balance.

By far the best predictor of the eventual result is the national swing, even if local variations produce some individual surprises.

Ivor Crewe is professor of government at the University of Essex.

	C	Lab	L/Dem	SNP/PIC	Others	Totals
England (Electorate: 35,906,364)						
Votes	12,521,998	8,006,486	6,467,350			27,133,522
% of turnout	46.2	29.5	22.8			75.4
MPs	357	155	10			522
Swing from C to Lab 1.2%						
Scotland (Electorate: 3,882,485)						
Votes	713,061	1,268,132	670,049	416,473	10,069	2,957,208
% of turnout	24.0	42.4	19.2	14.0	0.3	75.1
MPs	10	50	9	3	0	72
Swing from C to Lab 5.8%						
Wales (Electorate: 2,181,382)						
Votes	601,318	785,209	304,200	123,599	3,742	1,858,086
% of turnout	29.5	45.1	17.9	7.2	0.2	78.9
MPs	8	24	3	3	0	38
Swing from C to Lab 4.5%						
N Ireland (Electorate: 1,085,180)						
Votes	—	—	—	730,152	730,152	
% of turnout	—	—	—	100	100	
MPs	—	—	—	17	17	
United Kingdom (Electorate: 43,191,321)						
Votes	13,736,405	10,029,807	7,341,828	540,072	881,671	32,529,578
% of turnout	42.2	30.8	22.6	1.7	2.7	75.3
MPs	378	228	22	6	18	650
Swing from C to Lab 1.7%						

\* The Speaker and including the Speaker

## Marginals likely to rewrite political map

BY SHEILA GUNN  
POLITICAL CORRESPONDENT

A SMALL fraction of the voters in about 160 seats will largely determine the outcome of the election.

The title of most marginal constituency in Britain is shared by Labour-held Mansfield and the Welsh seat of Brecon and Radnor, in the hands of the Liberal Democrats, each with majorities for the sitting MPs of a whisker-thin 56. However, the odds look better for both men returning to Westminster than for many of their colleagues.

Alan Meale squeezed into Parliament at the last election when a rise in the Tory vote all but demolished Labour's majority in the Nottinghamshire seat of Mansfield. However, a swing away from the Tories in the Midlands and north could be in his favour.

Richard Livesey, the tall, quiet-spoken farmer who won the sprawling mid-Wales seat of Brecon and Radnor from the Tories in a by-election in 1985, has amassed a formidable personal following during the past six years. He faces a three-cornered fight as his main challenger is Conservative, but Labour came a close third in 1987.

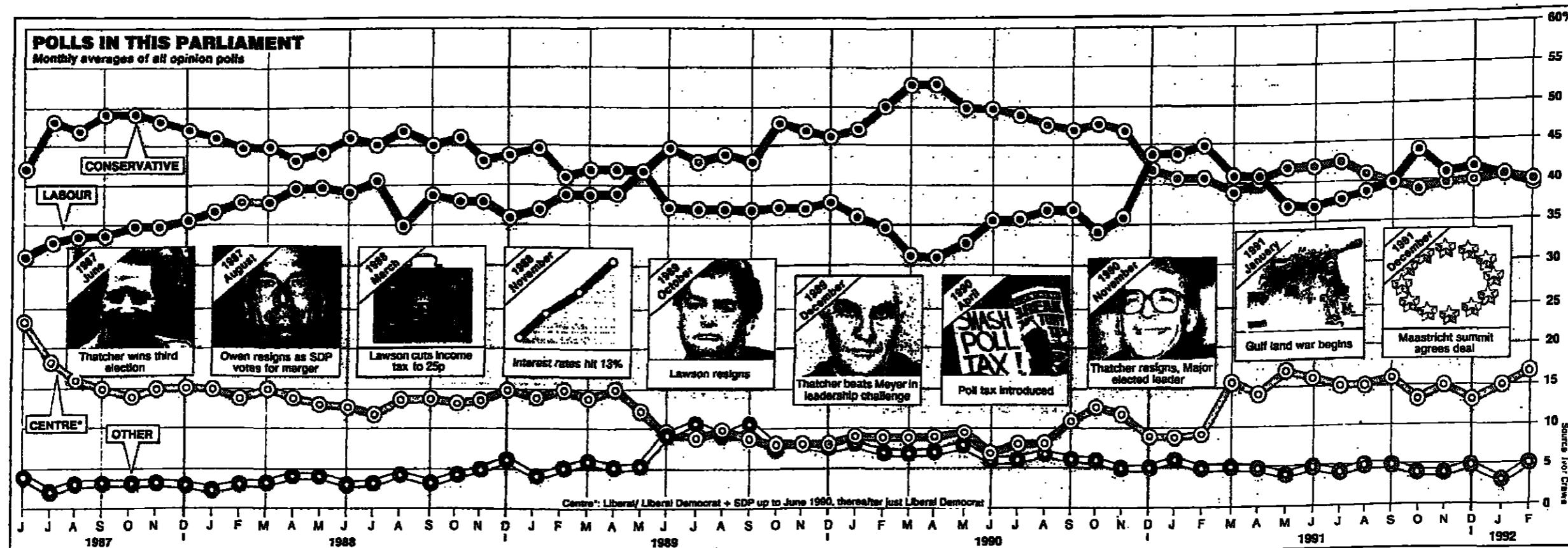
The Tories have the highest number of seats where the majority is 10 per cent or less. Those seats most at risk are York (Conal Gregory) majority 147 over Labour; Ayr (formerly Sir George Younger) majority 182 over Labour; Portsmouth South (David Martin) majority 205 over SDP/All; Wolverhampton North East (Maureen Hicks) majority 204 over Labour; Dulwich (Gerald Bowden) majority 180 over Labour; and Thurrock (Tim Janman) majority over Labour 690.

Lynda Chalker, the overseas development minister, is defending a 279 majority in Wallasey, deep into Merseyside. Her only salvation could be the dispute over the official Labour candidate and a boost in the Liberal Democrat vote from disenchanted Labour supporters.

Among the seats attracting the spotlight during the election campaign are Hambledon & Highgate, where the actress Glenda Jackson represents Labour's hope of overturning the Tory majority of 2,221. The Tory candidate is Oliver Letwin, a former member of the Downing Street policy unit, in place of Sir Geoffrey Finsterh.

Sebastian Coe's attempt to hold Falmouth and Camborne, where the Tory majority in 1987 was 5,039, will test Conservative support in the West Country. His main threat is from the Liberal





## Major begins to lose his 'teflon' image

BY IVOR CREWE

KEY indicators in the opinion polls underline the Conservative party's vulnerability at this election. It is entering the campaign with ratings that have steadily deteriorated since the autumn and are markedly poorer than before the 1987 election.

The most worrying figure for the Conservatives is the mere 25 per cent of voters who say they are "satisfied with the way the government is running the country". This is the lowest proportion since just before Mrs Thatcher resigned in November 1990 and has been gradually drifting down since the autumn party conferences. At the same stage before the last election, satisfaction with the government was, at 40 per cent, much higher.

Declining satisfaction with the government reflects growing gloom about the economy as the recession lingers on. In September 1991, optimists by 40 to 27 per cent; by February pessimists just outnumbered optimists, by 32 to 30 per cent. The figures compare ominously with the 35 to 21 ratio of optimists to pessimists in April 1987, shortly before the last election.

Recent academic research has identified voters' assess-

ment of their personal financial prospects as a key predictor of support for the party in government. Here the figures look slightly more promising for the Conservatives. Half the voters do not expect the financial situation of their household to change over the next year; the other half are fractionally more likely to see improvement (25 per cent) than deterioration (22 per cent). But, again, voters are less cheerful than before the last election, when optimism outnumbered pessimism by 30 to 10 per cent.

Given the widespread dissatisfaction with the government's record and continuing doubts about economic prospects, it may seem surprising that the Conservatives are level pegging with Labour in the polls. One reason is that voters still trust the Conservatives under Mr Major more than Labour under Mr Kinnock to deal with the recession — almost certainly the central issue in the election. None the less, the Conservatives' lead on this issue has gradually narrowed, from 18 per cent last September to 12 per cent last month. When the identical question (with only the names of the party leaders changed) was asked by Gallup a month before the

1964 election the Conservatives under Sir Alec Douglas-Hamilton were also 12 per cent ahead, but went on to lose the election.

The Conservatives are also regarded as preferable to Labour in a number of other policy areas, notably defence (by 24 percentage points), Europe (+18) and taxation (+12). But they lag behind Labour on the issues of education (-6), the poll tax (-13), unemployment (-16) and, above all, the health service (-29). The impact of the issues overall is likely to be neutral. The Conservatives' advantage on the economy will be undermined by Labour's strength on the next most important issues: unemployment, health and poll tax.

The other factor buoying up Conservative support is John Major's popularity. Asked to say who would make the best prime minister, 41 per cent answered John Major, 25 per cent Neil Kinnock and 21 per cent Paddy Ashdown. Mr Major's support is similar to Mrs Thatcher's before the 1987 election when she was at the height of her popularity after her trip to Moscow.

Conservatives would be foolish to pin too many hopes on these figures. For one thing, voters normally tell the incumbents who would make the best prime minister; for another, the gap between Mr Major and Mr Kinnock has narrowed since the autumn, from 47-24 in September to 41-25 in February.

The individual satisfaction ratings for each party leader also carry a warning for the Conservatives. John Major outscored Neil Kinnock, but the gap is narrowing, has become fairly modest, and is smaller than Mrs Thatcher's advantage over Mr Kinnock in 1987.

Mr Major's honeymoon has been waning and he is no longer the "teflon" prime minister, immune to blame. In September his satisfaction rating was +25; by February it was down to +4. Over the same period Mr Kinnock's satisfaction rating has remained negative, but steady (and not as negative as in 1987) while Mr Ashdown's stock has risen sharply since the new year and is now higher than that of either the Conservative or Labour leader.

If the election campaign turns "presidential" and uncommitted voters decide on the basis of the party leaders, the Liberal Democrats could benefit most.

Source: Mar. Question: "Are you satisfied or dissatisfied with the way the government is running the country? Index: % = satisfied, minus % = dissatisfied."

Source: Mar. Question: "With Britain's economic difficulties, which party do you think could handle the problem best — the Conservatives under Mr Major or Labour under Mr Kinnock?"

Sept 1991 Oct 1991 Nov 1991 Dec 1991 Jan 1992 Feb 1992

Conservatives 47 45 45 44 44 43

Labour 29 31 31 29 30 31

Neither/ DK 24 24 24 25 26 28

% Cons lead +18 +14 +14 +15 +14 +12

Source: Gallup 2000

### Best party to manage the economy

Question: "With Britain's economic difficulties, which party do you think could handle the problem best — the Conservatives under Mr Major or Labour under Mr Kinnock?"

Sept 1991 Oct 1991 Nov 1991 Dec 1991 Jan 1992 Feb 1992

Conservatives 47 45 45 44 44 43

Labour 29 31 31 29 30 31

Neither/ DK 24 24 24 25 26 28

% Cons lead +18 +14 +14 +15 +14 +12

Source: Gallup 2000

### Best party on issues

Question: "I am going to read out a list of problems facing Britain today. I would like you to tell me whether you think the Conservatives, Labour, Liberal Democrats, Greens or some other party has the best policies on each problem."

Con Lab Lib Dem Other Don't know Con % maj

Unemployment 23 39 8 1 28 -16

Education 28 25 9 1 30 +12

Managing economy 36 24 9 1 30 +12

Health care 21 50 7 1 22 -29

Taxation 37 25 9 1 28 +12

Europe 37 25 9 1 28 +12

Defence 44 20 8 1 28 +24

Replacing poll tax 22 35 10 1 32 -13

Source: Mar. February 21-25, 1992

## Tories suffer in by-election swings

By ROBIN OAKLEY

AFTER one of the many drubbings for Tory by-election candidates in the 1987-92 parliament Kenneth Clarke, the education secretary, suggested that it had become virtually impossible for the government to hold a seat in a mid-term by-election. Certainly Labour will enter this election in good heart, having achieved its best series of by-election performances in many years.

Before the current parliament Labour had gained only four seats from the Conservatives in by-elections since the early 1960s. In this parliament they gained Vale of Glamorgan, Mid Staffs, Monmouth and Langbaugh, although they first suffered the setback of losing Glasgow Govan to the Scottish nationalists in November 1988.

At the Vale of Glamorgan in April 1989 Labour secured a 12.4 per cent swing against the government. It was the first occasion since the formation of the SDP on which the protest vote appeared to move straight from Conservative to Labour with the then squabbling centre parties squeezed out of sight.

The Labour victory at Mid Staffs in March 1990 saw a 24.8 per cent increase in the party's share of the vote, more than twice the increase it achieved at any by-election in the previous parliament. Never previously since the second world war had Labour won a by-election with a swing of more than 20 per cent from the Tories.

Although Labour also captured Monmouth in May 1991, at the point when the Conservatives had expected to see their fortunes improve, it did so with the lowest swing in any Conservative-held seat since 1989. The increase in



Bellotti: surprise Liberal Democrat victor of the by-election at Eastbourne in October 1990

Labour's share of the vote was less than half that of Mid Staffs after a controversial campaign centring on the future of the NHS. By the Langbaugh contest last November the approach of the general election appeared to be stabilising things: the Tory share of the vote dropped only 2.6 per cent.

The Liberal Democrats too had some spectacular successes. They achieved swings of more than 20 per cent to capture Eastbourne in October 1990, and Ribble Valley in March 1991, after John Major had succeeded Mrs Thatcher. There was then a further success at Kincardine and Deeside in November.

By capturing that seat from the Conservatives Paddy Ashdown's party became the second largest Scottish contingent at Westminster with ten MPs to the remaining Tory nine.

Overall the Conservatives lost seven of the ten seats which they defended in by-elections.

Their share of the vote declined in every contest from the 1 per cent in the two Paisley seats, where the Tory share of the vote dropped only 2.6 per cent.

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## Arkansas governor emerges as Democratic challenger to president

## Clinton acquires aura of a winner

FROM MARTIN FLETCHER  
IN WASHINGTON

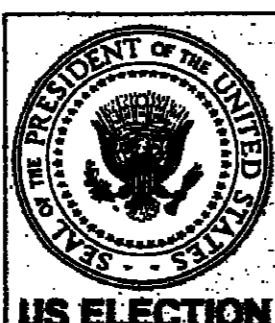
AFTER routing Paul Tsongas throughout the South in the Super Tuesday primaries, Bill Clinton emerged yesterday as the overwhelming favourite to win the Democratic presidential nomination.

The Arkansas governor won some 433 of the 783 convention delegates at stake, compared with Mr Tsongas's 210. He could now virtually wrap up the nomination by winning the Illinois and Michigan primaries next Tuesday.

President Bush comfortably defeated Patrick Buchanan, the conservative insurgent, in all eight Republican primaries. He now has 554 pledged delegates, more than half the required total, compared to the columnist's 54. He nevertheless has little cause to celebrate.

In almost every state, between a quarter and a third of Republicans voted against Mr Bush. More seriously, fully an eighth of all southern Republican voters told exit pollsters that they would vote for a Democrat against Mr Bush in November. The South is the key region in presidential elections, and Mr Clinton is beginning to win back the blue-collar conservative whites whose defections made possible the last three Republican White House victories.

Mr Buchanan yesterday rejected calls by party leaders that he end his challenge, which has seriously weakened the president. He now plans to pour all his resources into Michigan, where unemploy-



## US ELECTION

ment and economic discontent are high. He claims he is winning the debate, if not the delegates, and to be pulling Mr Bush to the right. He did, however, acknowledge that at some point "you've got to look at the writing on the wall".

The only clear Democrat loser was David Duke, the former Ku Klux Klan grand wizard, who failed to reach double figures anywhere but in Mississippi. He flopped even in his home state of Louisiana.

The key Democratic battleground was Florida, where Mr Tsongas had banked on victory to prevent Mr Clinton making a clean sweep in his native South. Florida, in the South but not in it, was the first real confrontation between the two men on neutral territory, and Mr Clinton won handsomely with 52 per cent of the vote to 34.

Mr Tsongas had also hoped to run Mr Clinton close in delegate-rich Texas, but there too, the Arkansas governor coasted home by 65 per cent to 19, adding to big victories in Tennessee, Mississippi, Louisiana, Missouri, Oklahoma and Hawaii. Mr Tsongas easily won his home

state of Massachusetts, with Jerry Brown, the former governor of California, knocking Mr Clinton into third place. He also won in nearby Rhode Island and Delaware.

An elated Mr Clinton claimed finally to have put behind him the allegations of adultery and draft-dodging that almost derailed his candidacy last month. In Florida and Texas, barely 6 per cent of voters cited the charges as factors in their choice. "The people of the South heard the worst about me but they saw the best," he declared. "The true measure of a politician can never be perfection because, if it were, no one could pass."

Mr Tsongas argued that he had more than survived Super Tuesday. He had won in the northeast: Mr Clinton in his native south. "I'm going to tell you something, Bill Clinton. You're not going to pander your way into the White House as long as I'm around," he told supporters.

Despite his defiant tone, the results were a big blow for the former Massachusetts senator. He failed to widen his base much beyond educated, upper-income suburbs while Mr Clinton assembled a coalition of blacks and blue-collar whites not seen since Robert Kennedy's 1968 campaign.

Illinois and Michigan are both heavily unionised, blue-collar industrial states. In Illinois, in particular, Mr Clinton has built a formidable organisation. He has also acquired a winner's aura.

Peter Stothard, page 14  
Leading article, page 15

## SUPER TUESDAY SCORECARD

REPUBLICANS				
States (No of precincts)	Buchanan	Bush	Uncom	
Florida (4,697 of 4,759 - 99%)	32%	68%	-	
Louisiana (3,952 of 3,956 - 99%)	27%	69%	-	
Massachusetts (2,081 of 2,139 - 97%)	26%	69%	4%	
Mississippi (2,052 of 2,210 - 93%)	17%	72%	-	
Oklahoma (2,219 - 100%)	27%	70%	-	
Rhode Island (231 - 100%)	32%	63%	3%	
Tennessee (2,393 of 2,395 - 99%)	22%	73%	2%	
Texas (7,002 of 7,237 - 97%)	24%	76%	3%	

DEMOCRATS				
States (No of precincts)	Brown	Clinton	Tsongas	Uncom
Florida (4,583 of 4,759 - 98%)	12%	52%	34%	-
Louisiana (3,950 of 3,956 - 98%)	7%	68%	11%	-
Massachusetts (2,082 of 2,139 - 97%)	18%	71%	8%	2%
Mississippi (2,052 of 2,210 - 94%)	58%	70%	8%	6%
Oklahoma (2,219 - 100%)	17%	73%	-	-
Rhode Island (231 - 100%)	21%	53%	-	-
Tennessee (2,387 of 2,395 - 99%)	8%	67%	19%	4%
Texas (8,217 of 8,367 - 98%)	8%	65%	19%	-
Delaware (41 - 100%)	19%	21%	30%	30%
Hawaii (224 of 284 - 79%)	14%	50%	13%	7%
Missouri (120 of 122 - 98%)	6%	51%	10%	34%



## Boom time for memorabilia makers

FROM JAMIE DETTMER IN WASHINGTON

WHERE do out-of-work copy-writers go? In a presidential election year they start making up potty slogans for the makers of political memorabilia. With several months campaigning still to go, the United States is already awash with the trinkets that give an American election a special flavour.

"Americans aren't lazy, they're just BUSHed", is the latest slogan to find its way onto t-shirts, badges and bumper stickers that are being poured out for the 1992 presidential election campaign.

The market for the memorabilia is insatiable, partly driven by amateur collectors who hope that badges which cost little today could be worth hundreds of dollars in years to come. As the 1992 campaign heats up, so collecting is becoming ever more frenetic. Local party headquarters are inundated by treasure-hunters keen to pick up official posters and badges. Shops that sell the far more interesting unofficial memorabilia are also besieged.

The best of the current badges tend to be irreverent, and also frequently feature Vice-President Dan Quayle. There has been a run on the

badges that show Edward Munch's *The Scream* with the words "President Quayle" emblazoned across it. Another commonly seen badge here contains a picture of the ever eager Quayle surrounded by the words "President's prayer club keep George healthy."

After the New Hampshire primary, the Buchanan badges were particularly sought after. One of the most

day" voting contests including Florida, the day's most hotly contested race.

Blacks, Hispanics and the poor largely discounted Mr Tsongas' economic message, broadening Mr Clinton's victories by huge margins across the South. "He's from this part of the country and he sounds like he's for the working people," said Charles Gragg, a retired meat inspector from Oklahoma City, ex-

teriorly beyond his grasp.

In mid-February, a week before New Hampshire's first presidential primary, his campaign was near collapse after question arose about alleged extra-marital affairs and his Vietnam war draft record. But Mr Clinton persevered and dubbed himself "the comeback kid" after finishing second to his principal rival, the former Massachusetts senator Paul Tsongas, in the crucial state of New Hampshire. Friends and colleagues say he has aspired to high political office since his teenage years.

Whether the 1992 memorabilia will fetch the prices that some items from previous elections now do remains to be seen. The badges, stick-

ers and posters are now mass produced, while in elections earlier in the century fewer items were made. Extremely scarce 1920 black and white badges depicting James Cox, the Democratic candidate, and his running mate Franklin Roosevelt are now worth well over £15,000.

• Comeback kid: Bill Clinton truly became "the comeback kid" on Tuesday night. He is now within reach of winning the Democratic presidential nomination — a goal that only a month ago seemed utterly beyond his grasp.

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Exit polls taken for four television networks found 81 per cent of black voters in the five southern states where Mr Clinton and Mr Tsongas were on the ballot chose the Arkansas "governor". (Reuters, AP)

plaining why he voted for Mr Clinton.

Exit polls taken for four television networks found 81 per cent of black voters in the five southern states where Mr Clinton and Mr Tsongas were on the ballot chose the Arkansas "governor". (Reuters, AP)

popular shows the challenger for the Republican nomination kicking President Bush. "We kicked a little ass in New Hampshire ... we'll kick it across the USA."

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## West warns Baghdad it may bomb nuclear weapons plant

FROM JAMES BONE IN NEW YORK

THE Western allies signalled to Iraq yesterday that they might bomb its main nuclear weapons facility if Baghdad continues to defy the United Nations.

The scarcely veiled threat came as Tariq Aziz, Iraq's deputy prime minister, confronted the UN Security Council at an extraordinary session in New York. At Washington's request, Hans Blix, the head of the International Atomic Energy Agency, agreed to put Iraq on notice that if the UN would soon try to dismantle the once secret facility at Al Atheer, 40 miles south of Baghdad.

Senior Western diplomats said the installation, which largely escaped the allied blitz during the Gulf war, could be bombed if Iraq refused to cooperate. "One way or another these things are going to be destroyed," said one Western official. "The Iraqis must know that if they are going to block us, they are offering themselves up as a nice target."

Al Atheer was the centre of Iraq's efforts to "weaponise" its nuclear material. The site contains laboratories and an underground bunker used for testing the sophisticated conventional explosives that would detonate a nuclear device. But its significance was unknown to the outside world until United Nations inspectors learned details of Iraq's nuclear weapons programme from thousands of documents seized in Baghdad last autumn.

In an agreed statement yesterday, the security council took Iraq to task for failing to comply with the terms of the UN resolutions ending the Gulf war. The council president, Diego Arria of Venezuela, reiterated that Iraq was in

"material breach" of the ceasefire terms.

• Jerusalem: Moshe Arens, the Israeli defence minister, today begins a week-long visit to America in an effort to revive the relationship that has been strained over Israel's request for \$10 billion (£8.8 billion) of loan guarantees to resettle Jewish immigrants from the former Soviet Union (Ben Lynefield writes).

Mr Arens will meet Richard Cheney, the defence secretary, in Washington and

the New York Post yesterday.

## Caracas halts price rise to check riots

FROM JOHN BEST IN OTTAWA

CARACAS: President Pérez of Venezuela and his new cabinet of "democratic unity" yesterday began to enact emergency measures after mounting protests against economic austerity and widespread corruption (Tony Bianchi writes).

The dispute is damaging the spirit of the bilateral free trade agreement on which the two countries agreed two years ago. The American agreement with Canada is supposed to form part of a wider agreement with Mexico leading to a free trade zone across North America.

The row was triggered by

two decisions taken by Washington which are seen in Canada as personal affronts to Mr Mulroney. The prime minister is closely identified with the agreement, having led his Conservative party to an election victory on the issue in 1988. The first decision was to place a retroactive duty on Japanese-designed Honda cars manufactured in Ontario, which Canada says are supposed to qualify for duty-free entry into America under the agreement.

The second was Washington's imposition of a 14.5 per cent countervailing duty on

imports of softwood lumber from Canada, on the grounds that production is subsidised by various Canadian provincial governments. This ruling could cost lumber producers \$Can440 million (£214 million) a year. Canada denies the subsidy accusations.

Mr Mulroney said later that while he might expect such harassment from some "import dictator", he found it most unworthy coming from The United States. In parliament this week he hinted that the "vexatious harassment" stemmed from "pure politics at a lower level" — an obvious allusion to the fact that protectionist pressures in America come to the fore in an election year.

His strong statements gave rise to speculation that his government might seek ways to retaliate. Canadian officials hinted that retaliatory measures were under consideration. But after Tuesday's cabinet meeting Michael Wilson, the foreign trade minister, said that Canada's best recourse was to use the dispute-settlement mechanism in the agreement.

American officials say that the disputes are still negotiable. It is understood, however, that a settlement would be difficult before the presidential elections in November.

• Brussels: High-level American and European Community officials held talks yesterday on the transatlantic deadlock over farm subsidies after an appeal for help from President Bush to Jacques Delors, president of the EC commission in which he outlined a change in the American position in the deadlocked General Agreement on Tariffs and Trade talks (George Brock writes).

This offers the EC greater room to manoeuvre on compensating farmers for loss of income caused by falls in subsidised prices.

## How bullets in a woman's back pierced Mafia pride

The botched attempt on the life of a mobster's wife has wrecked the image of steely gangster honour in the eyes of New Yorkers, Charles Bremner writes

their innocence. "It'll also have a big effect on future witnesses. Will they want to testify now?" the official said. If the attack was a Luchese job, it was all the more inexplicable because the acting boss of the clan is Antonio "Gas Pipe" Casso, a man who is said to have tortured to death one of his soldiers for murdering a woman.

The experts on both the law enforcement and entertainment sides see the attack on Mrs Capazzalo, combined with Sammy the Rat's violation of the code of *omerta* and his betrayal of the innermost Mafia secrets, as the end of everything that distinguished the Mafia culture from the ordinary, horribly violent crime of New York.

The Italian mob now comes revealed cheap and

common on a Brooklyn street. The only thing that segregated them from the lesser gangsters was self-control," said Mike McAlary, one of the tabloid scribes who writes about the underworld in sentimental tough-guy prose.

However, New York and the prosecutors themselves are confessing to a guilty admiration for the behaviour of the alleged *capo di tutti capi*. Mr Gotti seems to be the last true believer in the sacred code and is determined, at the cost of spending the rest of his life in prison, to stick to the heroic ways beloved of the movie-makers since the days of Al Capone and Jimmy Cagney.

For three weeks, the court

performance of the alleged don. He may face the near certainty of life in prison for multiple murders and racketeering, but he playfully calls Judge Leo Glasser a punk and blows kisses to a prosecutor. He remains jovial, cocky and too immaculate in his tailoring.

The mystique of the American Mafia may be dying, but Mr Gotti is determined not to lower himself to the level of Sammy the Rat.

According to insiders, he has instructed his lawyers to avoid revealing anything about his life that has not been exposed by his lawyer.

"He will show us how a Marshal of France dies," said Murray Kempton, another columnist. "He has to know that the Imperial Guard is a broken column and that his appointed St Helena is that most savage of prisons, the Marion, Indiana facility, but he will die believing that there is a Cosa Nostra code to live by."



has heard hours of FBI tape-recordings of Mr Gotti conducting business and dispensing justice from his office in Little Italy. Some of his soliloquies came ready-made for the screenplay. For example, on the need for "popping" a bumptious wiseguy, he explained: "He didn't rob nothing. You know why he's dying? He's gonna die because he refused to come in when I called."

The prosecutors say the case has revealed Mr Gotti's to be a crude world of naked greed and appalling violence, but day-by-day, the image is being contradicted by the stoic, every-smiling per-

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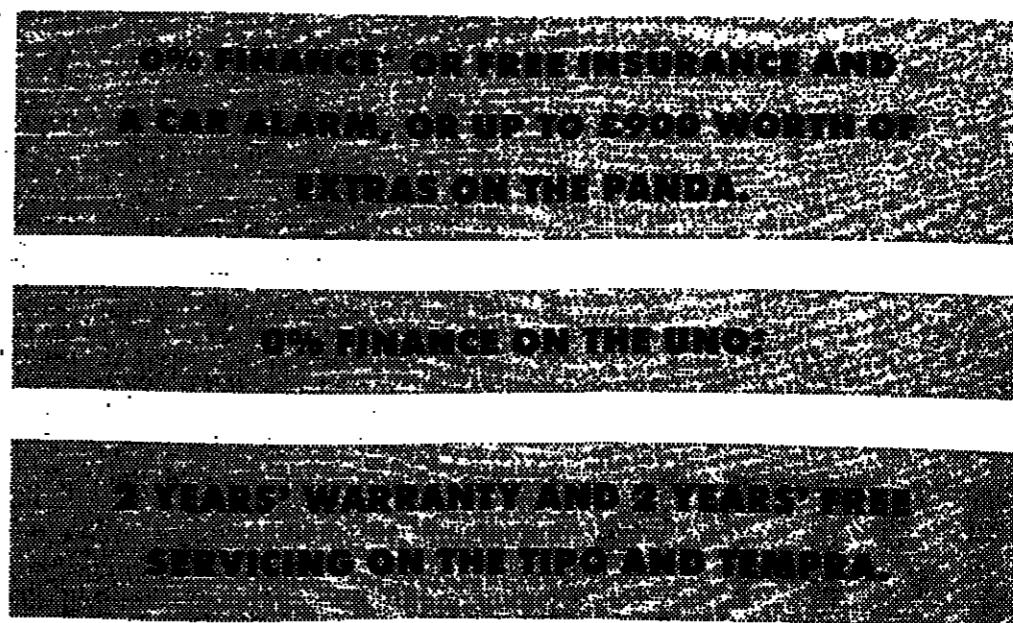
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**DESIGNED FOR LIFE FIAT**

# Russia fears resurgence of Soviet old guard

FROM MARY DEJEVSKY IN MOSCOW

THE Russian government and the Moscow authorities fear that the Soviet old guard is about to stage one last, desperate stand. The date of the feared confrontation is next Tuesday—the first anniversary of Mikhail Gorbachev's referendum on the unity of the Soviet Union when conservatives plan to convene the old Soviet parliament in special session.

The two sides have been drawing up their battle lines all week. With President Yeltsin out of Moscow on holiday, the leading reformists are on the defensive and some highly influential conservatives have been crawling out of the undergrowth to view the new political landscape. In Mos-



Power play: President Yeltsin hits a determined forehand on a tennis court in the Black Sea resort of Sochi yesterday, where he is holidaying with his family

## Legal doubts on Honecker trial mount

Bonn: Germany faces legal hurdles in bringing charges against Erich Honecker once it succeeds in reprimarizing the former East German leader from Moscow, according to a German official.

Much research was required to link the former communist leader with deaths resulting from his government's shoot-to-kill policy at the Berlin Wall. Jutta Limbach, the Berlin justice senator, said: "She told German television that the legal situation was creating problems and added that what was difficult was "to prove that Honecker is individually responsible for deaths at the Berlin Wall". Herr Honecker has spent the past three months in the Chilean embassy in Moscow. (Reuters)

## Slow starters

Vilnius: President Landsbergis, on the second anniversary of Lithuania's declaration of independence, said the presence of former Soviet troops and slow economic reforms were blocking full independence. (Reuters)

## Benetton ban

Frankfurt: Germany has banned two controversial advertisements by the Italian fashion group Benetton which show an Aids victim near death and an African rebel holding a gun and a human bone. (Reuters)

## Tirana protest

Tirana: Albania protested to Greece over alleged interference in its March 22 general election. The protest concerned leaflets being distributed in Albanian regions with a Greek minority, seeking to influence their vote. (Reuters)

## Camp attacked

Diyarbakir: Turkish soldiers, backed by helicopters, attacked a Kurdish rebel base of about ten tents in the mountains near the eastern town of Genç, killing at least 25 separatist guerrillas in the camp. (Reuters)

## Experts chosen

Peking: Li Peng, the Chinese prime minister, has appointed 40 Hong Kong men and four women as "advisers" to his government in a move which is expected to undermine further the power of the Hong Kong government.

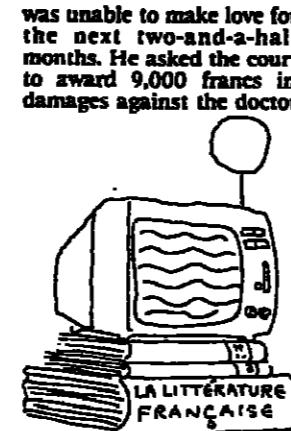
## Bus burnt out

San Sebastian: Members of a Basque separatist youth organisation set a Spanish bus on fire in protest at Eta prisoners' jail conditions. They tried to burn another bus, smashed windows and clashed with police. (Reuters)

# BEN ELTON



Spill, not lit!



was unable to make love for the next two-and-a-half months. He asked the court to award 9,000 francs in damages against the doctor at the civil tribunal in the western town of Saintes issued their ruling this week in a case involving a claim for damages by a local man temporarily obliged to abstain from sex with his wife because of a mishap in his doctor's surgery.

The affair began in 1990, when the young man presented himself for treatment of a routine genital ailment. Instead of daubing his penis with heavily diluted acid, the doctor applied pure acid, with painful results. Apart from requiring three weeks off work, the complainant

sive and concluded that, since the average French married couple make love once a week, "the complainant can legitimately claim to have been deprived of conjugal relations on ten occasions". They duly awarded him 3,000 francs.

Whatever else the French get up to at home, the number of books they read is still declining. A new survey for the culture ministry shows that sales were down by 2.3 per cent last year.

What particularly alarms the book trade is the discovery that the fourth quarter of the year was by far and away the worst. Traditionally the many French literary prizes awarded in this period provide a healthy boost for

sales. Cynics, indeed, argue that sales rather than any quest for literary excellence are the prime purpose of the prize-giving exercises.

Various industry committees are already trying to establish the reason for the decline in book sales. Television is, of course, a prime suspect. The average secondary school pupil watches television for nearly three hours a day which, with homework, leaves little time for recreational reading.

In these unpromising circumstances, it comes as no great surprise to learn that the study of Greek and Latin in the nation's lycees could be phased out under a renovation plan proposed by the education ministry. The effect of juggling with the

## New life hard for Jews in Odessa

From Robert Shady  
IN ODESSA

ODESSA: A third of whose population was Jewish before the second world war, this lost city of thousands of citizens to Israel and the US. However, a trickle of those who have returned, often without passports or documents, after the dream of a better life abroad proves illusory.

Aleksandr Kiochnuk, a wealthy 32-year-old Odessa Jew, emigrated to America where he spent two years living in Brooklyn, New York, struggling to earn a living as a taxi driver, and then trying to make a living running a florist stall. He returned to Ukraine last year.

Mr Kiochnuk said: "I spent my life trying to live in the Soviet system. I studied how to manipulate it and how to create work around it but all the knowledge I had built up was useless. In the West, if you want to do business you just pick up the phone."

Factors persuading people to leave — perhaps another 10-20,000 will emigrate this year from Odessa alone — are continuing anti-Semitism and the economic and political instability in Ukraine and throughout the Commonwealth of Independent States. What many emigrants find difficult to cope with is the lack of power and status they possess in the new society compared to the influence that Jews have historically

## Professor dons mantle of war chief in Karabakh

Well-meaning attempts to settle the ethnic dispute in Nagorno-Karabakh stand little chance of success. Anatol Lieven writes from Shusha

which is helping the Armenians, has prevented the government from creating an Azerbaijani force."

Two weeks ago, Professor Gavstev was reported by the opposition Popular Front to have threatened a military coup against Mr Mutalibov if his government did not take "decisive measures" in the disputed enclave. Soon after that, the president publicly accepted him as commander. Mr Mutalibov has since resigned and has been replaced by a Popular Front leader.

Professor Gavstev holds out no hope of a compromise with Armenia, insisting that if the Armenians in Nagorno-Karabakh are to stay and enjoy autonomy, Armenia must take back and grant autonomy to thousands of Azerbaijanis expelled from Armenia in 1988.

## Army tells Armenia to free men

FROM AFP  
IN MOSCOW

A SENIOR Commonwealth of Independent States general was negotiating yesterday for the lives of ten officers held hostage by Armenian extremists. At the same time the Russian parliament appealed to President Ter-Petrosian and the Armenian parliament to secure their immediate release.

In Baku, the Azerbaijani capital, Douglas Hogg, a Foreign Office minister, met the republic's leaders yesterday. The leaders agreed that the intervention by the Conference for Security and Cooperation in Europe would be instrumental in resolving the growing conflict over disputed Nagorno-Karabakh.

In Moscow, a spokesman for the Commonwealth's general staff said the group, which attacked a commonwealth anti-aircraft base in Armenia on Sunday and took the officers hostage, had threatened to kill them if they were not given 5,000 Grad missile launchers, 5,000 mortars, 5,000 anti-tank grenades and ammunition.

## Students rally to topple Milosevic

FROM TIM JUDAH IN BELGRADE

THOUSANDS of students occupied one of Belgrade's main thoroughfares yesterday in an anti-government protest which, if organised, will eventually lead to the fall of Slobodan Milosevic, the Serbian president.

The students, called to rock music, applauded fierce anti-government speeches and resolved that a similar demonstration a year ago led to the deployment of tanks on the streets of the Serbian capital. On Monday, more than 25,000 opposition supporters rallied in Belgrade and the students want to keep up the momentum of protest.

However, yesterday's mood among the well-dressed, middle-class students was one of pessimism. Marija, an astrophysics student aged 20, said:

"The workers are not with us; they are being kept happy because Milosevic is printing worthless money like the newspaper. The Socialists are a mess, they are just too strong."

In the same mood as demonstrators in other parts of the post-communist Balkans, Belgrade students say they are determined to stay in the streets as long as necessary. But an elegant group from

## Ben Elton / Gridlock / Sphere / £4.99.

From the inimitable Ben Elton, author of the hugely successful "Stark" comes this new novel. "Gridlock" is a black comedy about traffic clogged London, in which the much coveted motor car has become synonymous with a prison cell.

WH SMITH

More to discover

Professor dons  
tunic of war  
in Karabakh

Attempts to settle the  
conflict in Nagorno-Karabakh  
have chance of success,  
says writer from Shusha

which is helping the  
army, has prevented the  
army from crossing  
Armenian forces.

Two weeks ago, Prof  
Gavrilov was reported  
as Popular Popular  
Party against Mr Musa  
Musalibov, his government joined  
to take measures to  
allow peace to end. So  
the president, Mr Musa  
Musalibov, has been  
elected as committee  
chairman and has been  
elected by a Popular Front

Professor Gavrilov has  
no hope of a conflict  
with Armenia, insisting  
the Armenians in Nag  
Karabakh are to be  
given autonomy. An  
army is back and  
military is to be  
Armenians expelled  
Armenia in 1988

Army tell  
Armenians  
to free me

FROM APP  
IN PHNOM PENH

## Indonesian muscle stops international protest ship

FROM ADAM KELLNER IN JAKARTA

A MISSION to pay homage to victims of a mass killing swiftly ended yesterday on the high seas off East Timor, where Indonesian warships compelled a Portuguese car ferry filled with peace activists to return to Australia.

The 220ft-long Lusitania Express had sailed from Portugal at a reported cost of £450,000 under the glare of international protest, but the much awaited showdown at dawn proved to be a rapid event. One frigate loomed at the side of the vessel, joined

soon after by two others. Two helicopters hovered overhead as the warships flanked the lumbering ferry, with sailors manning heavy machine-guns. When the eastern tip of Timor island came into sight and the ferry's captain, Luis dos Santos, declared his plans to proceed into the West Straits, a naval officer ordered him by radio: "I tell you directly to leave this area. You are now in Indonesian territory."

Negotiations by Rui Marques, the organiser of the venture involving about 140 protesters from 22 nations, received only a blunt reply of Indonesian intentions. "We are warning you that if you do not reverse course, we have the means to use force against your ship," the officer said.

The protesters promptly capitulated and Captain dos Santos turned his vessel back into international waters. They had wanted to dock at Dili, the capital of East Timor, to lay a wreath at a cemetery where soldiers shot dead at least 50 anti-government protesters on November 12. That was the official figure, but other witnesses have claimed that the toll was about 180.

Before leaving the scene, the ferry passengers held a brief service and cast a wreath in memory of those who died in the former Portuguese colony, which was invaded by Indonesia in 1975 and since annexed. "We will put the flowers in the sea," said a Roman Catholic priest conducting the ceremony. "The sea will take them to the shores of Timor."

The final ignominy came when Captain dos Santos had to let the ferry drift for hours because its engine overheated. Then he steamed off towards the northern Australian port of Darwin. Western diplomats in Jakarta expressed relief that the confrontation had passed without violence.

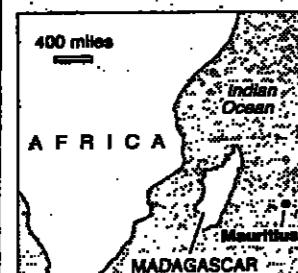
## Mauritius casts monarchy adrift

FROM EVE-ANN PRENTICE  
IN GRANDE BAIE, MAURITIUS

The Queen ceases to be  
head of state of Mauritius today when the Indian  
Ocean island becomes a  
republic — cutting the umbilical  
with Britain as they  
politically and financially.

The infant republic, 500  
miles east of Madagascar, shares few of its mother  
country's features. Mauritians are predominantly  
Indian and although English  
is the official language, French and Creole are  
widely spoken and used.

Britain will hardly feature in today's ceremony.  
The wreath-laying, flag-raising and rizmatazza all  
centred on P. V. Narasimha Rao, the Indian prime minister,  
who is the guest of honour. Britain will be represented by Sir John Shaw



Rennie, Mauritius' first  
post-independence  
governor-general, but fails to  
gain a mention in the official  
guide to today's events.

Mauritius, or Ilé Maurice as it is almost universally known here, became independent in 1968 but has taken until now to declare itself a republic. It will remain in the Commonwealth. Sir Veeramasingam Rambagoon, the governor-general, becomes the first president. He will hold office for three months before making way for Cassam Uteem, the industry minister, a Muslim, whom the government believes will offset accusations that the regime is Hindu-dominated.

Political infighting is so  
intense that Niran  
Kampolam, the son of See  
woosagur Kampolam, the  
late "father of the nation" and  
the governor-general  
who led the country to inde-



Listed building: a block of flats, nearing completion on the outskirts of Bangkok, now unintentionally tilts to resemble Pisa's leaning tower

## Black rail travellers retaliate

FROM RAY KENNEDY  
IN JOHANNESBURG

ENRAGED black commuters, whose daily train rides from their townships to and from Johannesburg are journeys of terror, struck back yesterday. They leapt off an early morning train from Soweto when it stopped at a suburban station and chased a man believed to have been one of a gang who had attacked passengers. He was cornered, beaten, and stabbed to death.

Police said the gang had shot dead one person on the train and wounded six others. Another of the attackers was arrested after he had stabbed a man on a station platform. In the past 18 months, at least 150 people have been killed on black commuter trains and scores have been injured in the Johannesburg area.

Although the police have stepped up their efforts to protect commuters, a severe shortage of manpower prevents them from patrolling the dozens of trains that travel in and out of Johannesburg during the rush hours daily.

## Anti-Nazis boo MP at Vienna ceremony

The right-wing Austrian leader Joerg Haider was booted by visitors to parliament during the swearing-in ceremony as he took his seat as an MP. The session was suspended for five minutes to allow calm to be restored. Members of an anti-Nazi group, "Stop them starting", threw leaflets carrying the slogan, "We don't want a Fuehrer state!"

Patrick Moore is continuing his running battle against Sussex police, claiming they spend more time chasing motorists than criminals. He has been the victim of burglaries at his home in Selsey and claims that the village does not have enough police protection. An armed raid on a jeweller in Selsey high street has now prompted him to start a protest petition.

Natalie Cole's musical tribute to her late father, *Unforgettable*, won two honours at the sixth annual Soul Train Music Awards in Los Angeles. Miss Cole, who was this year's top Grammy winner, and had won the American Music and the National Association for the Advancement of Coloured People Image

A nine-foot statue of comedy legend Stan Laurel is to be erected near his former home in Dockway Square, North Shields, on Tyneside.

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- Option 3 pays you extra cash, £150.00 a day increased benefit when hospitalised in Intensive Care. That's up to £250.00 a Day!
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40-49	£12.00	£22.00	£30.00
50-59	£18.00	£32.00	£44.00
60-69	£28.00	£48.00	N/A
70-74	£47.00	£79.00	N/A

#### OPTIONAL PLANS STANDARD PLAN

#### MONTHLY RATES

AGE LAST BIRTHDAY	INDIVIDUAL ONLY	INDIVIDUAL & SPOUSE	INDIVIDUAL & FAMILY
Under 40	£4.95	£7.95	£11.50
40-49	£6.50	£11.50	£15.50
50-59	£9.50	£16.50	£22.50
60-69	£14.50	£24.50	N/A
70-74	£24.00	£40.00	N/A

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□ COVER FOR MYSELF & FAMILY

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D186

## Conor Cruise O'Brien

We may mock conspiracy theorists, but watch out for the real conspirators

**W**ho killed JFK? According to a poll, 73 per cent of Americans believe that the president was victim of a conspiracy. This view is, however, generally rejected by the upper classes, both in the political establishment and in the media. They imply that anyone who believes in conspiracy theory is either paranoid or historically illiterate. Oliver Stone's film *JFK* plays to big houses but gets terrible reviews.

Conspiracy theory has, of course, often assumed daft forms. Conspiracies have not played as large a part in human history as some have imagined, but it is silly to try to ignore their existence both in the past and today. Catholic plots and communist plots have often been the subject of paranoid fantasy, but such plots have also happened, and have affected the course of history. The St Bartholomew's Day Massacre in Paris was a real event, even though it stimulated some Protestants to imagine conspiracies where none was going on.

People, in America and elsewhere have often talked nonsense about Bolshevik conspiracies, but we cannot ignore the fact that a real Bolshevik conspiracy played a big part in the history of the 20th century. The Bolshevik conspiracy did not indeed cause the Russian revolution as a dedicated conspiracy theorist might imagine; the revolution was the product of a general breakdown of Russian society under the impact of the first world war. What the conspiracy did was to harden and train the conspirators, preparing them for the seizure of power in revolutionary conditions. Joseph Stalin wielded power as a conspirator in Baku long before he wielded it as a despot in Moscow. Conspiracy is a good school for despots.

**E**ven today, and even in those societies which are models to the world in the matter of democracy and the rule of law, thousands of citizens live under the arbitrary rule of armed conspiracies. The best organised and most formidable of these conspiracies is the Mafia which controls large realms of American life, in the big cities and their sprawling suburbs. Oliver Stone — like others before him — assigns to the Mafia a significant part in the assassination of President Kennedy. The case is not proven, but I find nothing intrinsically improbable in the hypothesis that a band of conspirators, for whom murder is a matter of routine, conspired to murder a president whose administration was making trouble for them. Making conspiracy theory a general term of dismissal can provide convenient cover for real conspirators.

There are parts of the United Kingdom which are under the *de facto* rule of another armed conspiracy: that of the IRA. People in South Armagh, Newry, Co Down and Andersonstown, Belfast, are in theory subjects of Her Majesty the Queen, but in reality subjects of the IRA godfathers. The godfathers can sentence them to death, and see that the sentence is carried out. For lesser "offences" the offenders can be kneecapped, or tarred and feathered, or banished. There is no appeal, and the courts of the land provide no protection against the absolute power of the conspirators. People shrink from introducing interment, because this would infringe the liberties of the subject. But those who live in fear have no liberties. For them, the interment of the godfathers would mean personal liberation.

I believe the reluctance to furnish any effective response to the IRA or the Mafia is connected to the tendency of the ruling classes, especially the politicians, to reject conspiracy theory. Even where the existence of an armed conspiracy has to be acknowledged, as in the case of the Mafia or the IRA, the "no-conspiracy" frame of mind minimises the phenomenon. It is distressing for good democrats to acknowledge that armed conspirators now control quite large areas of our society and the lives of their inhabitants. Most democrats prefer not to think about the phenomenon, so it comes to be regarded as bad form to go on about it.

To suggest that something should actually be done, such as interning the godfathers, is classified as over-reacting. This suits the godfathers. The current consensus in favour of under-reacting provides conditions in which the conspiracy can flourish. To imagine conspiracies where none exist is bad, but to refuse to see real conspiracies may be worse.



...and moreover

## CRAIG BROWN

**M**y spelling reached a peak of accuracy when I was 12 years old. Grown-ups would ask me how to spell a word, knowing that they could be sure of the correct answer, my "i's all before 'e's" except after "c's" and so on. Since then, it has been downhill all the way. Do you spell it "separate" or "seperate", for instance? These days, I have to write down the two choices, and still I don't know which to pick.

Recently, I discovered that I have been spelling "sophisticated" wrongly for a least a year, which is a shame, as it immediately signals how unsophisticated I must be. It reminds me of a childhood friend of mine who fancied himself as an intellectual. Having discovered the word "subile", he peppered his conversation with it, and we were all very impressed until one of us discovered that the "b" is silent.

How important is spelling? Queen Victoria grew fussy with the Princess Royal whenever she mis-spelt a word. "I must tell you" she once wrote to her, "that you have mis-spelt some words several times, which you must attend to, for if others saw it, it might make them think you did not attend to orthography, and had not been taught well. You wrote in two letters — appeal and appreciate with one p." Sadly, Queen Victoria was herself not absolutely perfect in this regard, sometimes going into "exstacies" and finding things "shocking" or "bewildering". As my own spelling steadily

Justice will continue to be out of touch if only elderly men mete it out, argues David Pannick

## Too long on the bench

**W**hen the Lord Chief Justice announces that he is to take "early retirement" at the age of 73, it is time to reconsider the age profile of our judges. The statement by Lord Mackay, the Lord Chancellor, that he is to consult the judiciary about reducing the retirement age to 70 is a welcome recognition that judges cannot much longer remain immune from the principles which govern other professions.

Most judges are appointed to their new career in their early to mid 50s, an age when their contemporaries are planning for retirement. Judges in the High Court, the Court of Appeal and the House of Lords currently retire at 75. Circuit judges sitting in the Crown Court and County Court retire at 72.

Until the introduction of a compulsory retirement age in 1959, many judges were able to resist hanging up their wigs and gowns until well past their by date. Mr Justice Lovell was almost 90 years old when appointed to the Court of Exche-

quer in 1708. In his biographical dictionary of the Judges of England, Edward Foss recorded that Lovell "sat for the next five years, but from his extreme old age could not be of much use to his colleagues". Vice-Chancellor Bacon retired at the age of 88 in 1886. *The Oxford Companion to Law* suggests, unsurprisingly, that "latterly he was out of touch with legal developments".

Because he was appointed to the Bench before 1959, Lord Denning was not bound by the compulsory retirement age introduced in that year. He outstayed his welcome by remaining Master of the Rolls until he finally resigned at the age of 83 in 1982.

The case for a lower retirement age is overwhelming. A judiciary which is composed predominantly of senior citizens cannot easily understand contemporary concerns or apply

contemporary values. Oliver Wendell Holmes, who sat on the United States Supreme Court until past the age of 90, understood that elderly judges are "more likely to hate at sight any analysis to which they are not accustomed, and which disturbs repose of mind, than to fall in love with novelties".

For similar reasons, and to give opportunities to younger individuals, comparable professions, such as the diplomatic service and the police force, impose retirement ages much lower than 75. Indeed, it is quite extraordinary that anyone over 70 should wish to spend the

days listening to barristers debate, in tedious detail, the various forms of wickedness and folly which occupy the courts. In recent years, a large number of judges who have earned their pensions have quite understandably chosen to retire before the age limit.

The charge was inciting idolatry, so serious a matter that the stern attitude typical of an elderly judge was thought appropriate.

A younger judiciary is not necessarily a less wise judiciary. Solomon was, in his own estimation, "a mere child" when he decided to award custody of a baby to the woman who was prepared to give it to the other claimant, rather than to the woman who was prepared to see the child split in two.

The adoption of a retirement age of 70 need not deprive the legal system of the skills of an elderly judge who still has a particular contribution to make. Discretionary on grounds of age can be as offensive as discrimination on grounds of race or sex in making assumptions about an individual on the basis of characteristics over which he or she has no control and which may be irrelevant to

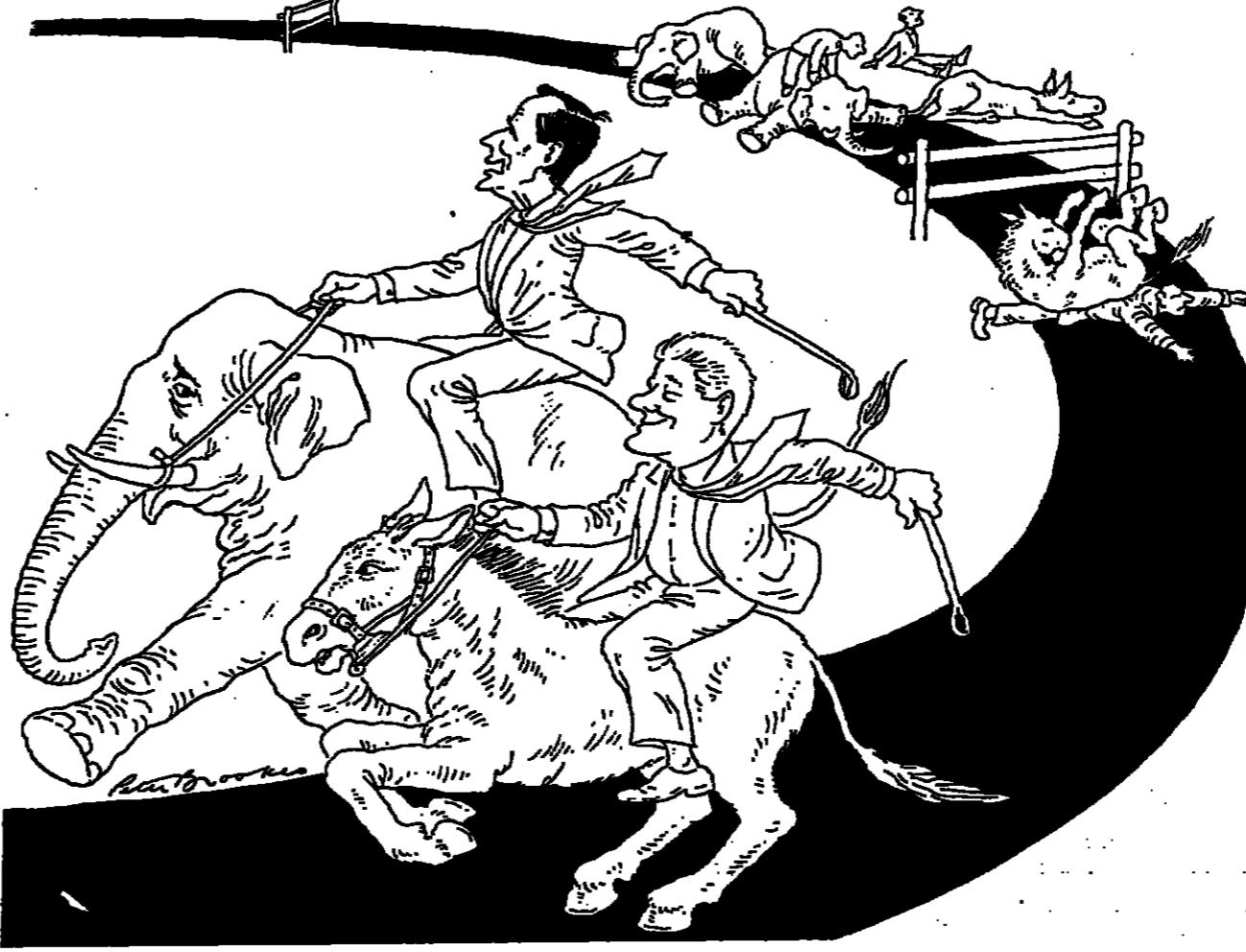
the person's abilities to perform a particular job. So, the Lord Chancellor, who himself is rumoured to be preparing to step down after the general election, should also be ready to invite exceptional judges to remain on the Bench past a lowered retirement age.

In 1928, Lord Atkinson wrote to a colleague to say that he had been forced to retire as a Law Lord after the Lord Chancellor "asked me to call upon him. I did call. He said the scurrilous press of Quebec had abused the Judicial Committee of the Privy Council and said the members were all old fogies, that I was the oldest of the old fogies and had better resign."

The Lord Chancellor's announcement about lowering the retirement age for judges is a welcome recognition that a more rational policy is being considered to enable elderly judges to plan for their well-deserved retirement.

*The author is a practising barrister and a fellow of All Souls College, Oxford.*

## A presidential thriller



Peter Stothard  
on Clinton's  
decisive win  
in the southern  
primaries

**A**s news of Bill Clinton's Super Tuesday successes reached his campaign plane, the candidate was relaxing with a crime novel. His choice was the latest V.I. Warshawski crime bestseller, *Guardian Angel*, in which the feminist private eye's affair with a black policeman is mixed with murder and the unplanned pregnancy of a dog.

A few weeks ago such subject matter might not have been the Arkansas governor's choice. Even though the book is packed with local colour of Chicago, the site of the next and probably decisive Democratic primary on March 17, it might have been too vividly his own too colourful past.

Yesterday, however, Bill Clinton looked like a man who had put his unwanted past behind him. He was enjoying one of those high days that make all the low days of politics worthwhile. As he told his supporters, "the people of the South were told the worst about me and saw the best."

He was called a "pander" by his rival Paul Tsongas, but the allusion was not to sexual intrigues, only to the instant economic gratification he was offering the electorate. Yesterday, Governor Clinton could read his novel and concentrate instead on Ms Warshawski's crusading pursuit of incompetence and corruption in high places. Super Tuesday was sweet revenge on those who had written him off. He was now within one more win of the chance to take on George Bush in November.

His campaign will now be based in Chicago for a week, making occasional forays to neighbouring Michigan, which

also votes next Tuesday. The mood among Democrat campaigners is almost delirious.

They think the leftward drift of the party, which began in the turmoil of the Vietnam war, has been halted, and that they now have a new course as clear and potentially successful as that of Franklin Roosevelt's after the great depression.

This is a defining moment," said Democrat strategist Bob Beckel, whose management of Walter Mondale's disastrous 1984 campaign marked one of the low points of recent Democrat history. "The blue-collar vote that Ronald Reagan picked up has either completely abandoned George Bush or is so suspicious of him at the mo-

ment that any reasonable Democratic candidacy will pull them away."

Governor Clinton, who began his pitch for the presidency by stressing his support for capitalism and capital punishment, is now courting the traditional Democratic constituencies as though he were a Mondale reborn. But the difference, according to his friend of 20 years and now campaign adviser Diane Blair, is that "Bill Clinton does not have to shack himself with promises to interest groups in order to get their support. Traditional Democrats want to win the White House and they know Bill is the only one who can win it for them."

In Illinois, Mr Clinton's sup-

porters have a real right to feel better. As usual, Chicago is far more excited by a local political battle — to oust sitting Democrat Senator Alan Dixon — than in the national contest on the same ballot. But as it happens, Mr Dixon is opposed by a fiery black feminist Carol Braun, straight from the world of V.I. Warshawski, whose candidacy is likely to attract many more pro-Clinton blacks to vote than would otherwise have bothered to turn out. That is bad luck for Paul Tsongas and good for Bill Clinton. The road from an Illinois win in March to the New York city nomination in July ought to be straight and clear.

However, little in American politics this year has been either

Buchanan, whose support nowhere rose above 32 per cent. The White House is trying to turn this protest into a proof that Mr Buchanan is a mere messenger who has done his job and ought to get back on his bike and pedal away.

But instead, Mr Buchanan is pedalling towards the California primary in June, not least so as to Harry Governor Pete Wilson, a moderate compromiser in the George Bush mould and a potential rival for the 1996 nomination. Governor Wilson says that his job is to manage a nation state of 30 million people, and that Mr Buchanan has only his mouth to manage — which he does not do very well. The Republican wars are not about to end, and the beneficiary could well be Mr Clinton.

**P**resident Bush is always comfortable in Illinois, from where he has chosen three of his cabinet as well as his chief of staff, Samuel Skinner. Republican leaders here are mostly of the Rockefeller country club variety — the type that Mr Buchanan calls "kennel-fed". Republican Senate candidates seem less interested in winning than in the jobs that Mr Bush will give them after their gallant defeats. Mr Buchanan will probably win nearer than 20 per cent.

In Detroit, Michigan, where whites fear black gun battles and where carworkers want anti-Japanese protection, Mr Buchanan's chances are better. It will also be harder there for White House emissaries to claim that their challenger is not a true conservative. The Buchanan campaign is led by Russell Kirk, author of *The Conservative Mind: From Burke to Santayana*, and one of the foremost creative thinkers of the American right.

Mr Kirk is also a distinguished novelist. He writes elegant spiritual thrillers such as *The Old House of Fear* and *The Lord of the Hollow Dark*. But these works, albeit for different reasons, are unlikely to be included either in Mr Clinton's cabin baggage or on the bookshelves of Airforce One.

parents, Lord and Lady Longford, will today step out of the family shadows to collect the £10,000 W.H. Smith literary award for 1992.

Pakenham spent 12 years writing his massive tome *The Scrambles for Africa*. "Yes I am terribly slow," he admitted yesterday. "I worked out the other day that in the time it has taken me to produce this book, my two sisters and my father between them have written 26 volumes."

After the 66-minute hour comes a further example of British Rail's capacity for numerical invention. Its new passengers' charter includes a unique method of numbering which hardly suggests that the trains are about to start running on time. After page six comes page three, followed by page 15, which is opposite page 18. In his preface on page one (rather conventionally, the first page of the document), Sir Bob Reid promises "a fair and satisfactory response if things go wrong". The last page (twice left unnumbered) declares: "We know we can do better and we will."

**Oz's double whammy**  
WITH Australia almost certainly out of the cricket world cup, Bob Hawke is on his way to Britain to become perhaps the most unlikely reporter on the election. Only weeks after quitting Australian politics, Hawke is due to launch his new career as a commentator on the London station LBC, interviewing British politicians on Michael Parkinson's show.

"I got to know Bob Hawke in Australia," says Parkinson. "Then I was interviewing him and we got on very well, sharing a love of cricket. In the circumstances, he might be well advised to stick to talking politics."

## Trumpeting out (quietly)

**F**EW THINGS are worse than newspapers blowing their own trumpets but for once we have to make an exception. While others have for weeks claimed the glory as the first to tip April 9 as the likely election date, we have remained silent. Despite our own advocacy of a May poll, now the date has finally been fixed, remember where you saw the first headline: *The Times* of November 4 last year.

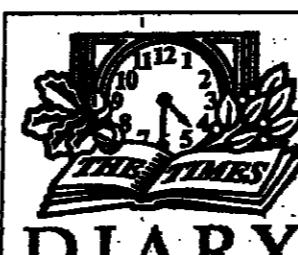
**Tories focus on April 9 as date for next election**

By Peter Winter, THE TIMES CONSERVATIVE COMMENTATOR, WITH LONDON AND BRISTOL REPORTERS

### Sex-potty

**F**RESH from compiling *The Literary Companion to Sex*, Fiona Pitt-Kethley flew this week to Istanbul to research her next book: an absorbing guide to the world's 50 top red-light districts. She seems to have thrown herself into the task strenuously. She was unavailable for comment yesterday, in the backstreets of Istanbul's seedier districts, beyond the reach of the most intrepid reporter. Her agent, Giles Gordon, could be more easily traced in the genteel surroundings of his Doughty Street office. Fiona feels that red-light districts are under threat from AIDS and a new Puritanism. She thinks the tradition should be preserved.

At present she is underwriting



her own research, but she has approached an airline to sponsor her travel costs. Which airline? Virgin Atlantic, of course.

Perhaps we are not such good Europeans after all. The full text of the Maastricht treaty went on sale in Denmark this week, and within hours every copy had disappeared, causing a reprint which is anticipated to push sales over 300,000 — no small feat for a country of only 5 million. How many copies have been sold in Britain? None, for it has not even officially been printed. No demand, says the HMSO.

Now drive on

AS cabinet ministers prepare to hand back the keys of their ministerial Roverys — use forbidden until after the election — at least one of them will not be sorry to wave goodbye to his ministerial car, not to mention his government chauffeur.

David Hunt, the Welsh secretary, recently played host to John Major on an electioneering visit to the principality. For the secretary of state, it was a great occasion as he welcomed the prime ministerial party on a visit to Fairwater Tory club in the marginal constituency of Cardiff West to support the local candidate, Michael Prior.

All went well until Major's aides indicated to the prime minister that it was time to move on to the next appointment. Unfortunately, no one told Hunt, who is widely regarded as the most smarmy member of the cabinet. After some time it dawned on him that he was overtaken at the next point of call in Cardiff Bay.

Rushing out to the car park, he discovered not only that the prime minister's Daimler had disappeared, but that his own official car and driver had gone too, leaving the secretary of state to flag down a passing car to catch up.

David Hunt was still talking to party members when they all left

He's handed in the keys but claims he's never seen the car



GED

without him," says Prior, who despite everything, still hopes to welcome the pair back during the election. "This time," says Prior, "we expect David to stick to the prime minister like a leech."

**Tortoise wins prize**

THOMAS PAKENHAM, no longer the least known of the literary dynasty which includes sisters Antonia Fraser and Rachel Billington, to say nothing of his



## CURIOSLY BOLD

So John Major is indeed to ask the country for his first mandate as prime minister on April 9. The date has been a long time in coming, yet suddenly seems so close. No recent prime minister has risked an election when not clearly ahead in the opinion polls and when the choice of waiting until a later date remains open. The decision is thus as curious as it is bold.

It is curious because the April date has for some time been controversial within the Tory team. The case against "floating" election dates has always been that they give too much advantage to the ruling party. A prime minister has discretion to orchestrate economic management and "good news" to ensure an opinion poll lead before taking the plunge. The case for May or even June was primarily that the Budget, likely to be a cautious one, would have longer to work through into public perception. The economy might improve even if it did not; other items could be forced up the agenda as spring passed into summer.

Mr Major has come to treat April 9 as almost beyond his discretion, ordained by some higher power. Events have bounced him into a date for which there has never been a strong case. He has long been reluctant to hint at a later, possibly better, date, because that would suggest his mind was made up. But by appearing to be undecided, he left his party managers the media and the nation having to assume an early date "just in case". Pre-battle stress has grown to the point where everybody now wants to get it over. Instead of a free choice of date Mr Major found himself "boxed in".

Labour's team was showing signs of flagging earlier in the phoney campaign, but has picked up in the polls and in morale over the past two weeks. It had been quietly praying against a postponement, lest Labour's ability to generate righteous public indignation over health, education and transport began to wane. The longer the war was extended, the more a government might have marshaled its troops and dictated the

terms of battle. But this is now water under Westminster Bridge. From Mr Major's standpoint, the psychological case for getting on with the fight was clearly strong. Any democratic leader feels vulnerable without a personal election victory under the belt. The prime minister would have been justified in going to the country within a month of taking over from Margaret Thatcher. He would have been equally justified in seeking a mandate immediately after the Gulf war or even, with a certain panache, before Maastricht. He chose none of these options.

Yesterday he said that he wanted to get Maastricht, the community charge and the Budget out of the way. He now wants a vote of personal confidence and sooner rather than later. Whether waiting another eight weeks would make any difference to the Tories' poll rating is one of those imponderables that makes politics more an art than a science.

Much has been made of the prospect of a campaign which is dirty and vacuous. Like crime in the streets, election campaigns always seem to be getting worse. They are not. They have always been raw, squalid affairs, democracy tested close to destruction. This time the prospect is rather of a gentlemanly fight between two individuals not noted for deep malice towards each other — or even towards each other's beliefs — and both eager to win the respect of the electorate.

There are strong differences between the political cultures represented by the parties, which must be discussed in coming weeks. Especially after yesterday's Budget, these differences are not likely to be widely perceived by the electorate. In which case, the outcome will turn as seldom before on Haldane's sensible view: "A democracy has not got a body of definite opinion for the expression of which it seeks delegations; it is an assembly of human beings earnestly seeking guidance from those of whose sympathies it is sure." It is that sympathy, that confidence in sound guidance, that the electorate will be seeking between now and April 9.

## CLINTON BREAKS THROUGH

Super Tuesday has briskly reduced the American presidential election to a two-horse race. President Bush, though wounded by the unrelenting attacks of Patrick Buchanan, won the Republican primaries in all 11 states and has amassed 554 delegates, ten times more than his challenger. Bill Clinton, governor of Arkansas, pulled free of the controversies that almost derailed his candidacy and swept his native south. He defeated Paul Tsongas decisively in delegate-rich states such as Florida and Texas, and won a total of 747 delegates, more than double the tally for Mr Tsongas.

Barring any spectacular upset, of which American politics always promises a rich store, the November race will pit Mr Bush against Mr Clinton. The latter showed on Tuesday that he was able to fend off the earlier innuendos of adultery and draft-dodging, though he may yet have to face further such assaults. He must now take the debate beyond "character" to exploit the country's general discontent with its president and in particular the management of the economy in recession. He will run on his record as an energetic and innovative governor, who has done much for education, has balanced economic growth against the environment, and has thought hard about how to fund health insurance.

Mr Clinton is a strong campaigner, leading from the right of centre in Democratic politics and eschewing the discredited unionised labour policies and the more extreme lobbies who have so antagonised the American middle class voters. He thus embodies the pragmatism that influential party elders such as Senators Sam Nunn and Charles Robb called for five years ago. In this, his promise is similar to that offered by former president Jimmy Carter when he first emerged from Georgia. Like Mr Carter,

Mr Clinton is skilfully building a broad moderate coalition, trading on his good relations with blacks to consolidate his southern base while giving him an entree into the big northern cities.

On the other hand a broad base can be dangerously diffuse. Mr Tsongas, whose success has come in spite of him being a lone, uncharismatic outsider with a single message of economic prudence, has already nicknamed his rival "Pander Bear" for pandering to too many interest groups. America has often seen candidates so afraid of giving offence that they trim their message and blur their image until there's little left.

Like Mr Bush, Mr Clinton needs to define his strengths. He has not been in the public eye for long enough to give him any leeway in his campaign, and one serious mistake or primary reversal could bring his momentum to a sudden halt. He must now expect the Bush camp to set all its experienced and increasingly desperate campaign terms on his heels. Mr Bush will still be too preoccupied to campaign against Mr Clinton by the savaging he is receiving from Mr Buchanan, and could emerge from the Republican convention drained by the next few months of blood-letting. This will give Mr Clinton time at least to consolidate round the fact that he must use to exploit the weaknesses in the White House.

This election seems similar to that of 1976.

A southerner has emerged early on with a party hungry to cross ranks. Mr Bush, like Gerald Ford against Ronald Reagan, can fight off the challenge from the right but only at a damaging cost. He is likely to win the nomination. And once past that, if Mr Clinton can now assemble round him the new-thinking and best strategists of the Democrats he will have a serious chance of removing a weakened incumbent.

## PRIMATES AND PATRONS

The patronage of an Archbishop of Canterbury is much sought after in the Church of England. There are more than 400 organisations which look to him for ex-officio, if nominal, support as president or patron. That is too many. He should try disestablishing himself.

Yesterday it became known that the present archbishop, Dr George Carey, had intervened with a respected Church of England publishing company of which he is president, the Society for Promoting Christian Knowledge (SPCK), against a proposed prayer book designed for use by homosexual and lesbian Christians. His stated objection is that the inclusion of prayers for AIDS victims might imply that AIDS is exclusively a homosexual disease. Clearly his intention was to be helpful to homosexuals. By throwing his weight against this publishing venture, however, Dr Carey will have gained bonus points with the church constituencies from which he himself comes, the conservative evangelicals, who tend to be strict against homosexuality.

Many conservative evangelicals have been smarting from his earlier decision not to accept an invitation to be patron of the Church's Ministry Among the Jews (CMJ). One leading evangelical, the Rev Tony Higton, called it "a shameful betrayal" — Dr Carey is regarded by evangelicals as a virtual patron of their own movement. But with the Jewish community in Britain becoming increasingly sensitive about Christian proselytism in its ranks, his acceptance would have been hard to square with his joint presidency of the Council of Christians and Jews.

Churchmen are a clubbable breed. The various societies and institutions of the Church of England form a dense clerical

jungle. At the end of Lord Runcie's term as archbishop, those groups under his patronage or presidency ranged from the Ecumenical Society of the Blessed Virgin Mary and the Corporation of the Sons of the Clergy to the Religious Drama Society and the Incorporated Church Building Society. But the more there are, the less the honour means, while the more precarious is the balancing act of any multiple president or patron who has to support so many causes at once. Most of them would be no worse off without him. He might be better without them. Dr Carey has wisely decided to review them all, and it was in the course of that review that he came to turn down the patronage of the Ministry Among the Jews.

He told SPCK that disagreement with it over publishing policy could lead to him relinquishing that presidency too. Those who borrow his name must surely accept some obligations towards him in return, including not putting him in a position likely to embarrass him with other church groups. The logic of Dr Carey's position is to sever his SPCK connection now, not to wait for some further disagreement. If it then publishes its gay prayer book, that is its own affair.

Ideally, the only unofficial bodies to which Dr Carey should lend his name and prestige are those where a presidency, though nominal, is a significant statement. He shares the presidency of the Council for Christians and Jews with the Cardinal Archbishop of Westminster, the Moderator of the Free Church Federal Council and the Chief Rabbi of the United Hebrew Congregations. This is an important cause. For the rest, the archbishop's title of Primate of All England is a broad enough umbrella under which they all may find shelter enough.

## MINORITY POWER IN NEW PARLIAMENT

From Lord Mayhew

Sir, With the election date set, the debate on proportional representation will clearly warm up. There is at least one contradiction in your leader of March 9, "Out of proportion", to which I must draw your attention.

You argue that the Tory and Labour parties are no longer "deeply divided by ideology and policy", and at the same time that proportional representation would put the Liberal Democrats "in the position of choosing who shall form a government".

But any king-making powers enjoyed by minority parties in hung parliaments arise solely from the mutual hostility of the major parties. If, as has happened in other countries, these come together, the minority parties are left in the cold.

The Tory and Labour parties may not wish to act in this way, but the decision is entirely theirs. If they decide on the contrary to persist in the politics of confrontation, this will naturally confer influence on minority parties. In this case the country will be fortunate to have, in the Liberal Democrats, a party which can require them to modify or abandon their more extreme policies (such as the poll tax) for which they will have failed to win an electoral mandate.

Yours faithfully,  
CHRISTOPHER MAYHEW,  
House of Lords.  
March 11.

From Mr Anthony Wigram

Sir, As the founder of Conservative Action for Electoral Reform and its first chairman, from 1974 to 1986, I was disappointed to read your leader yesterday, arguing against proportional representation.

You say that the two major parties are not now so deeply divided in ideology and policy, although there are "differences of emphasis and technique". This is window-dressing. If elected, the Labour party would dismantle Conservative reforms in education, the National Health Service, industrial relations, taxation and the free market economy which are the core of Conservative achievement.

Your assertion that the present system allows "changes in personnel and fresh air" is surely inaccurate. The experience of PR is that under-represented and minority groups, such as women and ethnic minorities, get more representation with PR. It is the first-past-the-post system which ossifies politics and can often leave an MP in place long after he or she should have retired.

Your article fails to address the central issue of whether Britain has been well governed since the war in comparison with our European colleagues, all of whom use PR. The answer to this must be no. In all essential areas of government, but particularly in the economic sphere,

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

## REDRESS FOR MAXWELL PENSIONERS

From Mr J. N. H. Whitaker

Sir, Your leading article dealt with the issue of those pensioners who had become victims of the late Mr Maxwell's plundering. However, in the light of the recent social security select committee report, many more questions need to be asked about the manner in which certain companies use their ownership of company pension schemes to boost their company's coffers rather than the pensions of those whose funds they hold in trust.

A case in point is the British Coal staff superannuation scheme. When last valued in 1990, the pension fund was worth over £6 billion and declared a surplus of £973 million. Although they are assumed to hold these funds in trust for the benefit of pensioners, the committee of management, chaired by Sir Norman Siddall, recommended that approximately a third of the surplus should benefit British Coal in the form of a contribution "holiday" until 1997. But the holiday does not apply to the members of the scheme.

More recently, the same committee of management have accepted rule changes to the scheme which will result in up to half of any future surplus automatically being applied for the benefit of British Coal.

If the committees are there, as trustees, to safeguard the interests of pensioners and contributors, why are they allowing British Coal to make more money out of its ownership of a pension fund rather than by mining coal?

Yours sincerely,  
B. W. HANCOCK  
(General Secretary,  
South Wales Area),  
National Association of Colliery  
Overmen Deputies and Shopfitters,  
70 Neville Street,  
Cardiff, South Glamorgan.  
March 10.

From Mr Robert Rhodes, QC

Sir, In your leading article about the unfortunate Maxwell pensioners, you state that investors in Barlow Clowes were "in part responsible for their fate" because of their "greed for high returns".

This is a common misapprehension, which deserves its quietus. Barlow Clowes investors were not greedy. The evidence in the Barlow Clowes trial was to the effect that the rates offered to investors offshore were by no means out of line with offshore rates offered by wholly reputable organisations, and were only slightly more than those available from building societies in the UK.

Yours faithfully,  
ROBERT RHODES,  
2 Crown Office Row,  
Temple, EC4.  
March 11.

## WAITING FOR DISNEY

From Mr David W. Smith

Sir, The Disney organisation have committed a terrible faux pas in siting their latest theme park in Europe. Are they not aware that we Europeans have somewhat differing attitudes to the gentle art of queuing?

One shudders at the prospect of arriving at EuroDisneyland with the projected 30,000 daily visitors and finding the Germans have all got up early and placed a beach towel at the head of every queue. The French are ignoring queues as alien to their culture and the English are seething with suppressed indignation.

Yours faithfully,  
DAVID SMITH,  
21 New King Street, Bath, Avon.  
March 9.

## POWER POLITICS

From Mr David Evans

Sir, To those of us brought up on the American side of the Atlantic the provenance of Mr Chris Parton's "double whammy" (Diary, March 5) presents no puzzle. In the cartoon strip "L'il Abner", widely known there, the hero's mother, Mammy Yokum, is supposed to possess the evil eye, monocular application of which is described as a whammy, binocular as a double whammy.

Yours sincerely,  
DAVID EVANS,  
4 Stanford Drive,  
Abingdon, Oxfordshire.

## NATURE IN THE ROUND

From Mr Duncan Mackay

Sir, I can almost guarantee that the extraordinary sight (letter, March 9) of six hares running in alternate clockwise and anti-clockwise circles in a field near Sherborne Castle will result in a crop circle on that exact spot later in the year.

It is well known that crop circles occur close to public footpaths, ancient monuments, and, increasingly, in unusual circumstances.

I trust the relevant landowner will kindly assist in fulfilling this prophecy by ploughing up the field, planting cereals in it and keeping Japanese camera crews out of it until the crop is ripe.

Yours faithfully,  
DUNCAN MACKAY,  
18 Brook Street,  
Twyford, Berkshire.  
March 9.

in any case not affect trade within the EC but only re-exports.

Although the demand for mahogany for fine furniture in the 18th and 19th centuries was a significant cause of forest destruction in the New World, CITES listing need not cause antique owners and dealers to worry about their own future. What many CITES member governments and non-governmental organisations are trying to do here in Kyoto is to ensure that the present timber trade is going to leave behind healthy forests instead of just expensive furniture.

Yours faithfully,  
MIKE READ (Fauna and Flora Preservation Society).

SIMON LYSTER (World Wide Fund for Nature),  
8th Meeting of the Conference of the Parties to CITES,  
Kyoto International Conference Hall,  
Kyoto, Japan.  
March 9.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

Business letters, page 23  
Sports letters, page 30





# Tough new motoring penalties start in July

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

**STIFFER** penalties for motoring offences ranging from causing death by dangerous driving to driving without insurance will come into effect on July 1. Christopher Chope, the roads minister, said yesterday.

Eight new or revised driving offences will be introduced. They are intended to clamp down on bad driving and to ensure that the courts are better able to secure convictions. Mr Chope added that the maximum fines for other categories of offence would be increased from October 1.

The new dangerous driving offences, created by the 1991

Road Traffic Act, will replace the existing reckless driving offences, and introduce a more objective assessment of driver behaviour. The new offences require only that bad driving be demonstrated through its consequences rather than by establishing a driver's intentions.

The offence of causing death by dangerous driving will carry a maximum penalty of five years' imprisonment, a minimum two-year disqualification, mandatory retaking of the driving test, and an unlimited fine. Failing to report an accident carries a maximum six-months' imprisonment, a maximum fine of £5,000 and discretionary disqualification. Driving without insurance can also lead to a £5,000 fine and disqualification.

Road users convicted of causing death by careless driving under the influence of drink or drugs will face a maximum of five years in prison, a minimum two-year disqualification and an unlimited fine. Anyone convicted of causing danger to other road users will face up to seven years' imprisonment and an unlimited fine.

The measures also authorise the widespread use of closed-circuit television to monitor speeding and traffic-light offences. They also enable local authorities to introduce 20mph speed limits outside schools and install traffic calming road humps.

Under the provisions of the 1991 Criminal Justice Act, the five levels of maximum fines for motoring offences will be increased from £50 to £200, £100 to £500, £400 to £1,000, £1,000 to £2,500, and £2,000 to £5,000.

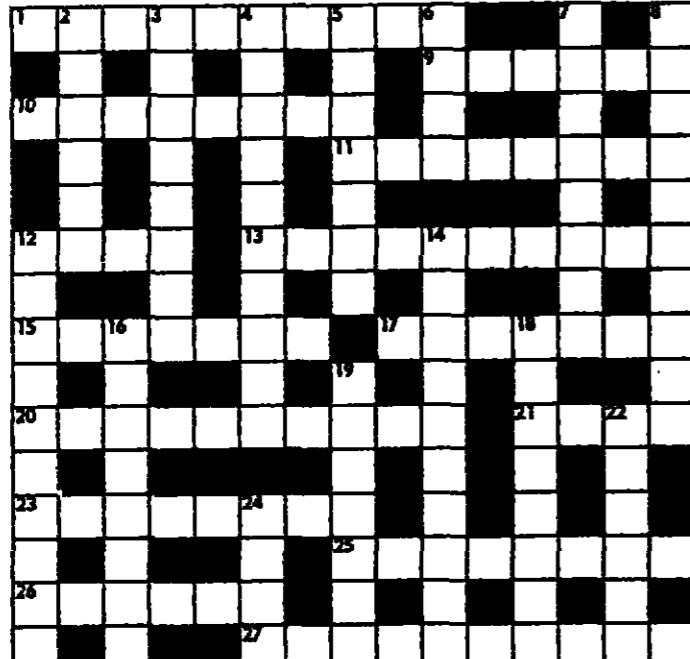
Addressing a road safety conference in Bournemouth, Mr Chope said: "Bad driving puts innocent lives at risk and is intolerable. From July 1 offenders not only face imprisonment and a long driving ban, but also a double-length driving test before they are allowed back on the road."

Malcolm Riskind, the transport secretary, yesterday launched a survey to discover what motorists want from the national road network.

**Winners and losers, page 10  
Peter Stothard, page 14  
Leading article, page 15**

Rural protection, page 6

## THE TIMES CROSSWORD PUZZLE NO 18,864



### WORD-WATCHING

By Philip Howard

- PALTER
  - a. A footman or groom
  - b. An early hymnary
  - c. To quibble or lie
- DOGGERY
  - a. Malicious behaviour
  - b. Indoors kennel of beagles
  - c. The Womankind's association
- GERUNDIVE
  - a. Grumbling
  - b. Curly-leaved red salad
  - c. An adjective made from a verb
- GYRAL
  - a. Revolving
  - b. A library stool
  - c. The bald-headed vulture

Answers on page 16

### AA ROADWATCH

For the latest AA traffic and road-works information, 24 hours a day, dial 0856 401 followed by the appropriate code:

London & SE  
London (other N & S Circ) 731  
M1/M25/M4/M41 732  
M-ways/roads M1 Dartford 733  
M-ways/roads Dartford T/M23 734  
M-ways/roads M23/M4 735  
MCS London Orbital only 736  
National  
National motorways  
Motorway 1 737  
Motorway 2 738  
Motorway 3 739  
Motorways M4/M41 740  
M-ways/roads M1 Dartford 741  
M-ways/roads Dartford T/M23 742  
M-ways/roads M23/M4 743  
MCS London Orbital only 744  
Northern Ireland 745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

- 23 Stable mount saddled for a rider? (8)
- 25 Drink Scotch if shy (3,5)
- 26 Create rummy — card game (6)
- 27 Traditional performer forges link with new order (4-6)
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TUESDAY MARCH 11  
Political sketch  
United fanfare,  
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# THE TIMES BUSINESS

THURSDAY MARCH 12 1992

BUSINESS EDITOR JOHN BELL

Budget and election take toll of markets

## Shares suffer biggest fall for seven months

BY MICHAEL CLARK AND COLIN NARBROUGH

**SHARES**  
The pressure on government finances in the life of the next parliament, whichever party is in power, will dictate the shape of private portfolios

Page 23

**JOB CUTS**

**T&N**, the engineer, is to cut a further 1,500 from its workforce, half of them in Britain

Page 21

**TAXING**

**BTC SOLD**  
British Technology Group has been sold for £28 million to a consortium led by the group's management

Page 21

**RISING STANDARD**

**Relations between accountants and the Inland Revenue have improved, despite a spate of arrests**

**Accountancy**, page 27**FTSE 100**

**SHARES**  
Prices suffered their biggest one-day fall for seven months and government bonds fell sharply as April 9 was confirmed as the day the country goes to the polls.

The City continued to express disappointment with the Chancellor's Budget and began facing up to the uncertainty caused by an election campaign. The FTSE 100 index tumbled 52.4 to 2,522.4, its biggest one-day loss since "Red Monday" on August 19, when it fell 80 points in response to the abortive overthrow of President Gorbachev.

Government securities also fell more than £1 at the longer end, as dealers continued to react to the Chancellor's decision to increase the public sector borrowing requirement target for 1992/3 to £28 billion. This they say, effectively rules out any prospect of an early cut in interest rates needed to help revive the economy. Norman Lamont, the Chancellor, said that any alteration in interest rates during the campaign would be a "quite high risk" move.

The election day announcement came as no surprise to foreign exchange dealers convinced by the poor reception given to Tuesday's Budget that an early base rate reduction was all but ruled out. Market-makers went on the defensive, marking prices

sharply lower to defend their positions and deter sellers.

Selling pressure remained light yesterday, with only 554 million shares changing hands but brokers gave warning that conditions are expected to remain volatile.

Bob Semple, market strategist at County NatWest WoodMac, said: "It depends on the opinion polls. In the last three elections the Conservatives had a big lead over Labour. We knew who was going to win. This time it looks like Labour is going to win. If that turns out to be the case, the market could fall by 10 per cent."

Brian Turrell, head of market-making at BZW, said: "Further volatility can be expected, but we are getting near the 2500 level which just recently has been seen as a support level. There is still some value left in this market."

Nigel Hugh-Smith, head of research at Hovis Gower, said: "This week's events have focused people's minds on the election and already the market has gone somewhere to preempt a Labour victory, or even a hung parliament." However, he added that investors should brace themselves for a rough ride.

Helmut Schlesinger, the Bundesbank president, reinforced market sentiment about base rates by making clear he still sees no chance of German interest rates being lowered. The 0.75 per cent interest rate differential between Germany and Britain makes it almost impossible for Mr Lamont to pare British interest rates. Although Dr Schlesinger cautioned against attaching too much importance to above-target money growth in recent months, most forecasters do not expect him to ease policy until the third quarter this year.

The pound started the day above a quarter pfenning above its post-Budget close at DM2.8721, but remained stuck at the bottom of the European exchange-rate mechanism. At the official London close at 4pm, it was virtually unchanged at DM2.8716. Fears of concerted central bank action to push down the dollar allowed the pound to rise nearly three quarters of a cent to \$1.7257. This boosted sterling's trade-weighted index 0.2 to 90.3.

Gerard Lyons, chief economist at DKB International, said the government's failure to produce a Budget to kick-start the economy and enhance re-election chances left sterling looking "rather sickly".

Despite Mr Lamont's comments about the risk in altering interest rates, he made clear he would not feel bound by protocol. Treasury officials earlier suggested that convention would not normally allow interest rate cuts in the election period.

Speculation that a Spanish rate cut, possibly after Madrid publishes its February inflation figures today, could allow Mr Lamont to sanction a British base rate cut, were given little credence in London. A weaker peseta would give sterling more room to fall within its ERM bands.

Despite Mr Coleridge's comments about the risk in altering interest rates, he made clear he would not feel bound by protocol. Treasury officials earlier suggested that convention would not normally allow interest rate cuts in the election period.

The report from a leading credit rating agency, which claims Lloyd's may be in the throes of a liquidity crisis, and which advises policyholders to examine the financial strength of individual syndicates underwriting the policies.

The report, by Standard & Poor's, argued that Lloyd's faced short-term capital adequacy and liquidity problems because of the size of the cash calls hitting names and because of litigation aimed at preventing Lloyd's from drawing down on names' deposits.

It comes at a particularly sensitive time for Lloyd's, when policyholders are increasingly questioning the financial strength of the market after recent adverse publicity over names' losses.

Mr Coleridge said: "I deplore the action of a respected and responsible organisation such as S&P in issuing a misleading and potentially damaging statement. I am much encouraged by the continued support being shown by producers of Lloyd's business and by policyholders throughout the world."

Stuart Shipperley, an analyst with Standard & Poor's in London, said that Lloyd's needed to resolve its short-term problems "pretty quickly" if it was to be in a position to implement the "excellent" Rowland task force report.

The market needed to harness its aggregate capital strength, he said, by building up the central fund, which acts as a back-up for names who cannot pay their losses, and which currently stands at about £500 million.

S&P pointed out that if names were successful in legal attempts to prevent Lloyd's from using names'

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## Lloyd's denies shortfall claims

BY JONATHAN PRYNN

DAVID Coleridge, chairman of Lloyd's, has attacked a report from a leading credit rating agency, which claims Lloyd's may be in the throes of a liquidity crisis, and which advises policyholders to examine the financial strength of individual syndicates underwriting the policies.

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## Bank under fire over BCCI

BY NEIL BENNETT  
BANKING CORRESPONDENT

AN all-party committee of MPs has attacked the Bank of England's handling of the Bank of Credit and Commerce International collapse and called for an overhaul of international banking rules.

The Treasury select committee yesterday published its report into the BCCI affair which denounced the Bank for taking so long to close BCCI despite the mounting evidence of fraud and mismanagement in earlier years. The committee also attacked Price Waterhouse, BCCI's auditor, for making "inadequate disclosures" about the bank's financial position in the 1989 accounts. "The integrity of the audit statement rested only on a short note to the accounts. The interests of the depositors were not well served," the report says.

A minority report by Brian Sedgemore and other Labour members, accuses Robin Leigh-Pemberton, the Bank's governor, of "gross negligence" for not closing the bank in 1985 when fraud was detected. It also claims John Major, as Chancellor, was "in dereliction of duty" for not closing BCCI.

The main report agrees that the Bank had no option but to close BCCI in July last year, but argues that it should have taken action earlier. "The Bank throughout 1990 and early 1991 continued to rely on the strength of Abu Dhabi's financial commitments. In retrospect this was contrary to the interests of potential depositors."

The committee also condemns the Bank's support for an "ineffective" international college of regulators to watch BCCI in 1987. "We do not understand why BCCI should have been the only bank in the world to be given such preferential treatment," it states. The MPs recommend that the Basic Concordat, the international banking agreement, should be revised to ensure every bank has a lead regulator and that the Bank for International Settlements should in future monitor world regulatory standards.

Mr Leigh-Pemberton said: "I don't have to apologise. We did our best for depositors. The fact that we failed is the fault of the bank to which they committed their money."

Comment, page 23

## The £28bn question ...

**WHO GOT IT WRONG** — That was the question on the minds of all investors in gilts yesterday, as the financial markets reacted to the staggering public sector borrowing requirement of £28 billion announced by Norman Lamont in the Budget. On the eve of the Budget, the City's average PSBR estimate was £24 billion, according to MMS International, the financial research group.

One answer rests in comparing the Budget Red Book with the authoritative Green Budget produced in January by the Institute for Fiscal Studies. The IFS forecast a PSBR of £19.5 billion — £2.2 billion below the Chancellor's figure (after allowing for £600 million of foreign borrowing excluded from the PSBR).

Of this difference, £1 billion comes from excess spending by local authorities and a further £1.2 billion from higher estimates of debt interest payments. All

public spending was in the Budget as in the autumn statement and in the IFS forecast. After the £2.2 billion in extra spending, a difference of £7 billion remains on the revenue side. The bulk of this — £2.5 billion — is due to a shortfall in income tax. Given that the net £1.5 billion, there is a further shortfall of £1 billion due to the depth of the recession. The IFS assumed 1.6 per cent growth this year, against the Treasury's forecast of 0.8 per cent. National Insurance contributions are £0.7 billion lower and corporation tax is £0.3 billion

down for the same reason. There are six other big revenue losses in the Treasury's red book. The cut in car tax costs £0.7 billion. Stamp duty receipts are £1.1 billion lower, due partly to the relief announced before Christmas, but mostly to a gloomy assessment of the housing market. Business rates bring in £0.7 billion less. Poll tax collections fall short by £0.5 billion. Interest and dividend receipts are £0.4 billion lower. Finally, there is a drop of £1 billion from "other receipts" — mainly accounting adjustments connected with unfunded public sector pensions. In total, these six items add up to £4.4 billion.

Adding on the £3.5 billion shortfall in income tax, national insurance and corporation tax, produces a total gap of £7.9 billion between the revenues in the Red Book and the Green Budget. This is partly offset by £0.9 billion of gains from higher indirect taxes and excise duties.

Entitled "Anatole Kaletsky looks at the £8bn gap between the revenues in the Red Book and Green Budget"

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do not equal the amount paid in by the end of five years, the year in which this is achieved will also be given. The Association of British Insurers said the SIB plan could confuse investors, and the cut in maturity proceeds was "an unreal concept which has not been adopted for any other type of savings vehicle."

Customers will be told as part of the sales brochure what effect the expenses will have on a policy over its full course.

To give this information, companies will take a standard investment projection and then state how much it will be reduced by the costs. Typically, on a 25-year policy, this would cut the final payout by 14p in the pound. The fall in investment return will also be given. In the case of a 14p in the pound, this would also be a 1 per cent drop in yield.

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# Poultry influx drags down Hillsdown

BY GILLIAN BOWDITCH

**AN INFLUX** of French chickens into the British market coupled with the lowest prices for poultry since 1983 led to a 5.2 per cent decline in operating profits, to £232 million, last year at Hillsdown Holdings, Britain's fourth largest food company.

Chicken prices fell 20 per cent in 1991 and are unlikely to recover completely this year. Since the year end Hillsdown has bought the entire poultry interests of Unigate, its main British rival, giving it 21 per cent of the UK poultry market.

Sir Harry Solomon, Hillsdown's chairman, is refusing to say how much the group may save by amalgamating the two businesses or how many jobs are likely to go. But the acquisition of Unigate gives Hillsdown valuable processing facilities for the European market where specifications differ from the UK.

In 1991, profits from the poultry business fell 55.7 per cent to £26.3 million on sales up 7 per cent to £824 million. Operating margins for poultry fell from 7.7 per cent to 3.2 per cent.

Overall, the group saw pre-tax profits fall 2.3 per cent to £187 million on turnover up 10.5 per cent at £4.66 billion. The interest charge fell 15.8 per cent to £44.9 million.

There was an extraordinary charge of £19.8 million from the loss on discontinued operations less the profit from the sale of Wickes shares.

Fully diluted earnings per share fell 13.5 per cent to 21.1p and the final dividend of 6.6p makes 8.8p for the year, an increase of 10 per cent. The shares rose 6p to 175p and are still below October's rights price of 210p.

The food processing business increased profits by 16.5 per cent to £137 million with salads and sandwiches in the UK performing well. The Canadian business also performed particularly well. Profits from the meat businesses rose 12.3 per cent to £32 million.

Sir Harry said the group planned to dispose of its peripheral businesses and concentrate on food, which accounts for 84 per cent of the group's profits. The furniture division saw profits fall by 9.6 per cent to £15.1 million and housebuilding, property trading and specialist operations saw profits fall by 2.3 per cent to £25.5 million. The housebuilding division is to be floated on the stock market when conditions improve.

The rights issue has reduced the group's gearing ratio from 71.6 per cent to 12.4 per cent.

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# Vimto pours scorn on recession

Gerry Crowther

By PHILIP PANGALOS  
**JN NICHOLS** (Vimto), the Manchester soft drinks group, has bucked the trend with an 8.5 per cent advance in full-year profits despite the recession and poor weather.

Vimto's "life-enriching" properties are still being largely appreciated by those in the North-West, Scotland and the Midlands, and pre-tax profits increased to £7.71 million (£7.1 million) in the year to end-December.

Simon Nichols, the finance director, said the improvement came despite a 5.6 per cent fall in annual turnover to £47 million, resulting from a shortfall in contract canning work. Turnover in canning, mainly for Coca-Cola, fell almost £6 million. However, group margins improved as higher margin business replaced canning work.

Exports grew 25 per cent to about £5 million, with the majority of overseas sales, mainly in the form of drink concentrates, going to the Middle East and Africa.

Mr Nichols said Cabana Soft Drinks, whose products go mainly to the licensed trade, did well in a difficult market, while Nichols Foods, which supplies ingredients for vending machines, had "a pretty good year."

Shareholders will benefit from a final dividend of 7.7p a share, against 6.7p last time, making an improved total of 12.3p for the year, against 11p previously. Earnings advanced from 28.5p to 32.6p a share. Interest receivable jumped 86 per cent to £63,000, with year-end cash standing at £6.5 million. Shares in the group, where Geoffrey Adkin is non-executive chairman, rose 9p to 344p.



Bottle fed: Simon Nichols (left) and Geoffrey Adkin, of JN Nichols, yesterday

## BUSINESS ROUNDUP

### Vice-chairman of Slough Estates leaves

SHARES in Slough Estates, the property group, fell 20p to 177p on the news that Graeme Elliot, its executive vice-chairman, was leaving by "mutual agreement". The market was unsettled by the timing of the announcement, which comes just a fortnight before the company reports its 1991 results. Sir Nigel Mobbs, chairman and chief executive, admitted that Mr Elliot's departure was a boardroom redundancy, reflecting the decline in the property market.

Mr Elliot joined Slough in 1985 from RTZ. Sir Nigel said lawyers were discussing the terms on which Mr Elliot's rolling three-year contract, worth about £175,000 a year, would be terminated. The position of vice-chairman will become non-executive and will be filled by Paul Orchard-Lisle, a non-executive director. Derek Wilson, finance director, and Roger Carey, director responsible for UK development, will become joint managing directors.

### Everest profits climb

STRONG demand for frozen chips lifted profits at Everest Foods, the specialist food producer and wholesaler, from £1.47 million before tax to £1.78 million in the six months to the end of November. Earnings were 11.7p a share, up from 9.55p. The interim dividend is unchanged at 2.2p a share, as indicated with November's £3.95 million share issue, which coincided with the company's graduation from the Unlisted Securities Market to a full listing. Chip production benefited from the award of large new accounts.

### Scholes Group falls

**SCHOLES** Group, the electrical products concern, is maintaining its interim dividend at 1.6p a share despite a fall in pre-tax profits to £916,000 (£2.25 million) in the six months to end-December. Earnings were 1.7p a share against 3.9p. The decline in taxable profits would have been worse but for a £445,000 saving in interest costs after efforts to cut net borrowings through cash control. Gearing was 22 per cent (56 per cent) and the interest charge was £541,000 (£958,000). Turnover was £29.55 million (£33.94 million).

### Rentokil in Japan

**RENTOKIL** Group is expanding into Japan by paying Welcome £5.5 million for a 49 per cent share in Nippon Calmec, a Japanese joint venture. Rentokil's partner is Kyoritsu Shoji Co, a veterinary pharmaceutical company. Nippon Calmec made pre-tax profits of 310 million yen (£1.36 million) in the year to end-May. Clive Thompson, Rentokil's chief executive, said the deal represented an "outstanding opportunity to develop environmental services in Japan".

### Bullers curbs losses

**BULLERS**, the giftware manufacturer that recently announced a rescue debt-for-equity swap and disposals as part of a capital reconstruction, reduced full-year losses for 1991. It cut pre-tax losses to £2.56 million (£4.77 million loss). The loss per share is trimmed to 6.45p from 12.72p. Once again, there is no dividend. The company said the recent disposals and capital reconstruction create a climate from which to move forward. Bullers announced the resignation of Brian Schneider as chief executive.

### Bayer pegs payout

**BAYER**, the German chemical company, surprised the markets by leaving its dividend unchanged at DM13, despite a drop in profits. The decision came after BASF and Hoechst, its two German competitors, cut their dividends from DM13 to DM12 on Tuesday. Pre-tax profits at Bayer fell 5 per cent to DM3.2 billion, after falling 18 per cent in 1990. Net profits were down from DM1.9 billion to DM1.85 billion, with sales up from DM41.6 billion to DM42.4 billion.

### Woodchester buys

**WOODCHESTER** Investments, the Irish financial services group 45 per cent owned by Crédit Lyonnais, has completed its long-awaited acquisition of UDT First Southern from Hill Samuel for £123.4 million (£21.9 million). Woodchester had been in negotiations to purchase UDT First Southern, a credit, leasing and banking group, since late last year. The merger between UDT First Southern and Woodchester Bank will make Woodchester Ireland's fourth largest private sector bank.

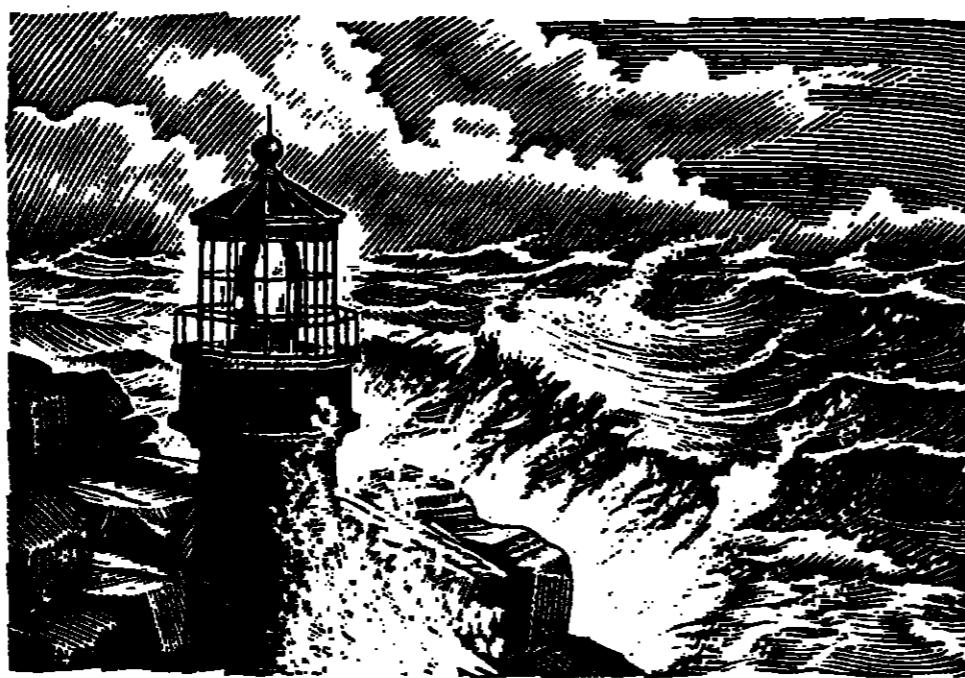
### Marling director goes

**MARLING** Industries, the industrial textile and vehicle body manufacturer, said that Aad van Adrichem was resigning as group operations director to pursue other interests. Peter Held, chairman, said the departure was unrelated to Tuesday's announcement that the company would report a pre-tax loss for the year to end-March (£3.6 million profit). He said a reorganisation of the company meant that Mr van Adrichem's post no longer existed. The shares, which fell 29p on Monday, were unchanged at 67p.

### BWD leaps 140%

**BWD** Securities, the Huddersfield financial services group quoted on the USM, announced pre-tax profits for the year to end-November up more than 140 per cent to £2.07 million. The company said it had benefited from additional revenues created by recent privatisations but had also seen a rise in recurring fees, up to £1.2 million (£900,000). Turnover was £10.04 million (£7.85 million). BWD Rensburg, the core stockbroking subsidiary, increased profits. A final dividend of 1.7p (0.75p) makes 3p (1.75p).

## As steady as BTR



### 1991 Year End Results

	1991	1990
<b>Sales</b>	£6,742 m	£6,742 m
<b>Profit before tax</b>	£917 m	£945 m
<b>Earnings per share</b>	31.5 p	30.8 p
<b>Dividends per share</b>	16.5 p	15.75 p

BTR plc, SILVERTOWN HOUSE, VINCENT SQUARE, LONDON SW1P 2PL. TELEPHONE: 071-934 3848  
1990 figures have been restated to include corporate activities on a basis comparable with 1991.

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## Airman of Estates leaves

In London, the property group, led by Sir Graeme Bell, is executing by "mutual agreement". The deal before the announcement, Mr Bell, chairman and chief executive, was a buyout. The decision in the property market, he said, was a buyout. The decision in the property market, he said, was a buyout.

**Profits climb**

British Gas' latest profits at £1.2 billion in the six months to last month were up 2.3% to £1.25 million. The company's gas sales were up 2.3% to £1.25 million. The company's gas sales were up 2.3% to £1.25 million.

**Group falls**

The diversified producer concern has a dividend of 1.5p a share paid on 12 May. The group's net assets were £2.25 million in the six months to last month. The group's net assets were £2.25 million in the six months to last month.

**Curbs losses**

The European Commission has imposed a 2.4% price cut in its gas supply to Britain. The commission's price cut will affect British Gas' gas supply to Britain. The commission's price cut will affect British Gas' gas supply to Britain.

**Eggs payout**

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**Hester buys**

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**Director goes**

The European Commission has imposed a 2.4% price cut in its gas supply to Britain. The commission's price cut will affect British Gas' gas supply to Britain.

**Chief resigns**

The European Commission has imposed a 2.4% price cut in its gas supply to Britain. The commission's price cut will affect British Gas' gas supply to Britain.

**UK makes mark in east Germany**

BY WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

# End of British Gas monopoly dashes hopes of price cuts

By Ross TIERMAN, INDUSTRIAL CORRESPONDENT

**HOPES** of a cut in household gas prices next month were dashed yesterday after British Gas agreed to surrender its monopoly.

Ron Probert, the managing director of gas supply, said British Gas would be bound by a commitment to alter prices by inflation minus 5 percent. However, dearer gas purchases, which can be passed on under a complex price control formula, would prevent any cut for consumers. Domestic customers could see reductions later in the year if inflation remained low, he added.

Mr Probert's warning on prices followed agreement between British Gas and the Office of Fair Trading on measures to separate the company's gas transmission business and give up all but

40 per cent of the commercial and industrial tariff gas markets.

The deal, struck more than two months later than expected, should see development of real competition to supply all but household and small business customers using less than 25,000 therms of gas a year by 1996. Mr Probert said it was likely to cost British Gas £100 million a year in pre-tax profits.

It will also leave the company under threat of a reference to the monopolies commission for the next four years should it default on undertakings to the OFT.

Even so, a renewed round of skirmishes over prices with Ofgas, the gas industry regulator, and consumer groups seems inevitable.

The transition to competi-

tive markets will take place at a time when gas is in short supply because of an unforeseen increase in power station demand. Mr Probert said British Gas would want market demand to determine gas prices.

Ian Powe, director of the Gas Consumers Council, welcomed the outcome but added: "The key, unanswered, question is whether British Gas will be allowed to recover lost profits by raising the average price of gas to industry and commerce."

Sir James McKinnon, director general of gas supply, responded: "Not if I can help it." He also reaffirmed the responsibility of British Gas, embodied in the Gas Act 1986, to maintain supplies to consumers.

The OFT has been trying to achieve competition in gas supply since it referred British Gas to the MMC in 1987, a year after the company was privatised.

British Gas has been forced to give 27 undertakings to the OFT on measures to achieve a phased market liberalisation. These include the release of 500 million therms of gas to competitors later this year and a similar volume in each of the subsequent two years. In 1995-6, the OFT will oblige British Gas to release 250 million therms. It will also have to separate its entire United Kingdom transmission and distribution business, both financially and physically, from the rest of its activities.

This business, which must stand alone by January 1, 1994, will be closely regulated and will carry gas under contract, both for British Gas and its competitors.

By the mid-Nineties, British Gas's share of commercial and industrial markets, which account for 7 billion therms of its 20 billion therms of UK sales, must be down to 40 per cent. At present, the company has 75 per cent of the firm contract market; but just 25 per cent of the interruptible market.

The commission, in a statement yesterday, said: "This procedure will allow interested parties to submit their comments on the manner, which will be carefully considered before any final decision is taken." It could take up to two years for the case to be completed, but the commission probably feels the time and effort is worthwhile because its legal department's reputation is at stake.

The court has ruled this year that the commission either misused or misinterpreted its powers in three other competition investigations. A British Aerospace spokeswoman said: "Until we have received official notification and seen exactly what it is they are saying we are unable to make an informed comment."

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shares drop to  
for 17 months

Today's close  
was the first time in 17 months  
that the FTSE 100 has closed  
below its level at the start of buying  
the day. The last time it did so was  
in January 1991.

**Value chips drift  
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**shares**

## No warnings from SIB

The latest thoughts of the Securities and Investments Board on how much information customers should have before they buy an insurance policy or other investment includes the decision that the word "warning" had unduly pejorative overtones and should not be used when warning investors that they may lose money. Few will be surprised that such a soft approach is being taken towards life companies and what their sales teams will have to tell customers since SIB has proved steadily opposed to the full disclosure of commission at the point of sale. It is not relevant says Sir David Walker, the chairman of SIB. It will kill off independent financial advice.

Instead of telling investors directly how much of their money is invested and how much is eaten up in commission and expenses in the early years they will be told surrender values. This is the same thing argues SIB. Investors will understand that the poor surrender value means that next to nothing is building up for the future.

Life companies will certainly find this easier to accept. They would say that someone signing on the dotted line for a 25-year policy does not expect to be one of those cashing in at the end of year one and should not be buying otherwise. Those who remain invested until maturity may lose 14p in the every pound of investment put out in costs and expenses.

The pay-out figure used for these calculations will use standard industry-wide projections rather than individual performance figures and may not even be achieved by an inept investment house. This approach ducks the issue of full transparency on commissions yet again and presents the information in a way that most customers will find difficult to assess. The scale of front-end loading will be difficult to detect. In the meantime SIB intends to make rules in May, which if they are implemented will not be changed for a long time leaving long-term investors in the long-term dark.

## Tackling BCCI

Ignoring for once the political overtones, the Treasury Select Committee has come to a series of sensible conclusions about the closure of the Bank of Credit and Commerce International and useful recommendations to ensure that such a massive fraud never occurs again.

The committee has rightly criticised the Bank of England for being too cautious in its regulation. BCCI should have been closed a decade ago, when the fraud was in its infancy. If not, then it should have been closed in 1985 when evidence of fraud in the treasury department was first uncovered.

If the Bank felt that it had insufficient grounds to take action then either the Banking Act, or its interpretation of the act, are too lax. In future bank regulators are unlikely to be so forgiving.

The committee's recommendations should also be read carefully by Robin Leigh-Pemberton, the governor of the Bank of England, and his counterparts overseas. The Basic Concordat is indeed likely to be amended to ensure that all institutions have a clear lead regulator with which they can confer.

The concept of an international body to regulate the regulators is also appealing, since there are now infinite variations in regulatory standards around the world and they need to be standardised. Who better for this than The Bank for International Settlements which has already revolutionised the world banking scene by its introduction of common capital adequacy standards. The advent of a single world banking order would hopefully slam the door on mavericks like BCCI for good.

## THE TIMES CITY DIARY

### Phantoms on hold

THE folk of rural Suffolk knew Richard Branson was up to something last week. Months ago, Branson had agreed to meet his old friend Fred Finn, the world's most travelled businessman, at RAF Wattonham near Ipswich on Tuesday for a spin in a couple of Phantom jets. The pair went up with the Red Arrows in September 1990 and were eager to try out a heavier duty fighter — with a little help from Squadron Leader Dominic Riley, formerly of the Reds. There was consternation when Branson, never usually one to turn down a challenge, cancelled at the last minute blaming pressure of work. "He said he was far too busy this month," says my mole. Three days later, the sale of Virgin Music to Thorn EMi left him £510 million richer. Just to prove that he really was busy and had not — heaven forbid! — lost his nerve, Branson and Finn hope to take to the skies again soon — probably in May.

### On to a winner

SOME people think investing in shares is about as safe as a flutter at the races. Surprising, then, to see Rathbone Brothers, the private banking and fund management group, taking to the turf. Rathbones is sponsoring Simon Sherwood, the jockey who won the Gold Cup in 1989 on Desert Orchid. Sherwood rode 350 winners before setting up two seasons ago in East Hesley, near Lambourne, Berkshire, and his owners include An-



"Why are we not full of confidence like all the party leaders?"

drew Lloyd Webber, Robert Stigwood and Steven Spielberg. There is a touch of irony to it all since his runners at Cheltenham this week include Latent Talent which is owned by Christopher Heath, managing director of Baring Securities and formerly Britain's most highly paid executive. Barings was rescued by the Bank of England in 1890, and the Governor at the time was William Liddell, a London partner of Rathbones.

### Blue blues

CHANNEL 4 has cancelled tonight's screening of a documentary on the Blue Arrow affair. The station says it decided to shelve the programme on the advice of its solicitors, but the timing seems a little curious. Could it have anything to do with National Westminster Bank's decision to ask the trade department to reopen its enquiry into the affair? NatWest was reported on Tuesday as saying it was keen to silence

# Whoever wins, share ownership will be the post-election loser

Graham Searjeant  
assesses the likely  
fortunes for the equity  
market under the next  
government, whatever  
its political hue

Share ownership in Britain widened exponentially from about 3 million people in 1979 to 11 million by 1991, thanks to the wave of mass-marketed privatisation issues that gathered strength during the Eighties. Over the past year, however, even this symbol of the Conservative revolution has become a victim of the recession.

According to a Treasury-backed annual survey, published quietly on Budget day, the shareholding public has shrunk by a million. Most of the relapses, it seems, may have been among the newly affluent who dabbled on the stock market, rather than those with a few shares in British Gas or BT.

In theory, therefore, shareholders still form a potentially powerful constituency in the election; but it may not work out that way. Indeed, the high watermark of share ownership may have passed already. There are clear differences between the parties on stock market investment. Opposition parties would re-introduce a tax supplement on unearned income. Labour would phase out pension equity plans, reversing the incentives to share ownership.

Privatisations, already on the wane, might well cease if the government lost the election. That is not quite certain. The pressure on government finances will be so great over the next three years that the temptation would mount even for Labour to sell minority stakes in BT, National Power and PowerGen.

Whatever the colour of the next government, however, financing priorities will change. Instead of needing to sell shares, the government will primarily need to float debt. If Treasury forecasts prove correct, gilt-edged stock will need to be sold on an unprecedented scale, in money terms, over the next three years, especially if privatisation proceeds disappear from the equation.

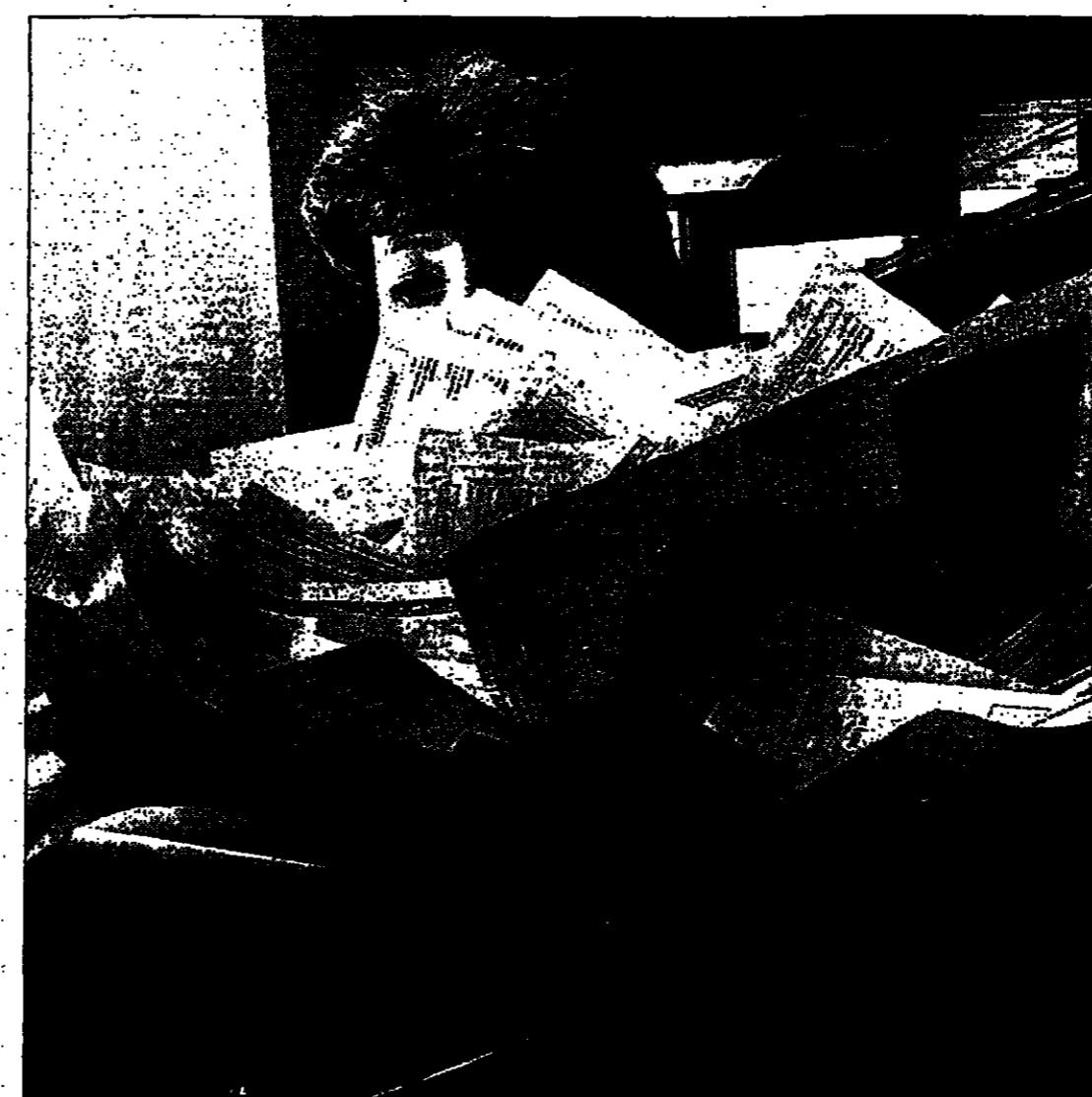
On modish post-ERM thinking, EC member countries such as Britain might even find Budget deficits becoming endemic as a matter of course, up to the limit of 3 per cent of output. Much of this debt is bound to be targeted at domestic investors and, while financial institutions will dominate even more strongly in the share market, the private investor will also be a prime target.

If the Conservatives are re-elected, Peps incentives will surely be extended to gilts, particularly if the budget deficit is high. The long-delayed economic recovery will be slow and recovery in company profits will also be slow, not least because of the much-reduced rate of inflation.

The outlook for dividend growth is also poor under the Conservatives, but it could be worse under Labour, who have traditionally offered incentives, however ineffective, to plough profits back into investment.

The cool reception given to the Budget yesterday, which more than lost the gains marked up before Norman Lamont started speaking on Tuesday, owed as much to the bad news about the government's forecast finances as to fears that the Budget might do little to aid the Conservatives' hopes of re-election.

Even after Labour's conversion to a cautious economic policy and the



Paper weight: heavy applications for privatisation shares may already be a thing of the past

to stay high, relative to returns on shares. That should attract some overseas investment, particularly if sterling moves into the narrow band of the ERM. There would also need to be a big switch in the proportion of British institutional investors' funds going into fixed interest investment. This would be big enough to make an impact on the underlying demand for shares.

That financial background will not be congenial for the share market whatever the election result, though it would be marginally worse under Labour. The long-delayed economic recovery will be slow and recovery in company profits will also be slow, not least because of the much-reduced rate of inflation.

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Even after Labour's conversion to a cautious economic policy and the

campaign, led by John Smith and Gordon Brown to reassure business, the City remains distrustful. The emotional reaction to a Labour victory and its impact on City take-home pay would probably knock 5 per cent off shares, and a Tory win would bring a similar boost. In part this is due to uncertainty, which would be worse if no party won. Many share dealers, foreign exchange traders and fund managers have never operated under anything but a Conservative government.

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## Portfolio

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No	Company	Group	Gains or Losses
1	Wolmington D	Breweries	
2	Morland	Breweries	
3	Tibet & Britain	Transport	
4	Watson	Bakery/Cake	
5	Thorn & Lyle	Foods	
6	GKN SR	Drapery/Stns	
7	Dairy Farm Ind	Drapery/Stns	
8	Zetters Gp	Leisure	
9	Travis Perkins	Building/Rds	
10	TGK	Industrial	
11	Eurostarmail	Transport	
12	Ryon	Industrial	
13	NFC	Transport	
14	Denton Venn	Movers/Air	
15	Hay & Crighton	Building/Rds	
16	Pearl	Electrical	
17	Westfarm	Sheep/Liv.	
18	Brook Mill	Industrial	
19	Saint Paul's 'A'	Industrial	
20	Oceanic	Electrical	
21	Axon Rubber	Industrial	
22	Southwest	Newspaper/Pub	
23	Nat Aust Bk	Banks/Disc	
24	Shawwood Gp	Drapery/Stns	
25	Tie Rack	Drapery/Stns	
26	Neepend	Industrial	
27	Sherrard Corp	Electrical	
28	Microdec	Electrical	
29	Dag Motor	Motors/Air	
30	Hinged Wires	Building/Rds	
31	Stonehouse	Drapery/Stns	
32	Caffys	Motors/Air	
33	Herring Baker	Property	
34	SJ Pathology	Industrial	
35	Northumbrian Foods		
36	Penins	Drapery/Stns	
37	T & N	Industrial	
38	Gibson Lyons	Paper/Print	
39	Crown Eye	Drapery/Stns	
40	First Leisure	Leisure	
41	Sterling Pub	Newspaper/Pub	
42	Euroconomy Plt	Newspaper/Pub	
43	Maudsley (J)	Building/Rds	
44	Yorkshire Textiles		

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185 126 Aldermaston 321 -10 115 40 150

60 223 Aldermaston 321 -10 115 40 150

251 121 Aldermaston 321 -10 115 40 150

1050 1000 Bk Leons US 340 10 115 40 150

350 240 Bk Leons US 340 10 115 40 150

485 321 Bk Leons US 340 10 115 40 150

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Stamina proves the key factor as Henderson's exciting star prevails in vintage Queen Mother Chase at the Cheltenham festival

# Remittance Man rises to champion status

BY RICHARD EVANS, RACING CORRESPONDENT

**REMITTANCE** Man won the race, but Waterloo Boy and Karabatic also deserve hero status following a vintage Queen Mother Champion Chase yesterday, which belongs in Cheltenham's hall of fame.

The clash of the top two-mile chasers had been billed as the race of the meeting. And so it proved, as the Man triumphed over the Boy and the defending champion.

The National Hunt cognoscenti who make the annual pilgrimage to Presbury Park for the greatest three days jump racing in the world were quick to realise they had seen a race made in heaven.

The roar that greeted not only Jamie Osborne and Remittance Man, but also the gallant placed horses, was close to Desert Orchid proportions.

The sight of three chasers running at full speed and rising close together at the final fence will not be forgotten for many a year by the 33,551 crowd.

To the neutral observer, it appeared for much of the race as though Waterloo Boy was travelling and jumping with greater ease than Remittance Man. Peter Scudamore slowed down the pace on Star's Delight during the first half of the race which did not suit Nicky Henderson's even money favourite.

But the pace quickened noticeably a mile out and the field went very flat out over the last few furlongs, which helped to bring the stamina of Remittance Man into play.

Jamie Osborne said: "I was a little bit concerned early on because the pace was not strong. Remittance Man was off the bridle a bit coming down the hill and Richard Dunwoody was travelling

really strongly. I just took my time to get into gear."

Remittance Man jumped the third-last particularly well, landed running and from then on he kept galloping all the way to the line. At the end of the day, he has outstayed them going up the hill."

Richard Dunwoody said of Waterloo Boy: "He gave everything he had. There are no excuses at all."

David Nicholson, gracious as ever, was among the first to congratulate Henderson. "It was a smashing race. We were in the right place at the right time, but didn't win. That is what racing is all about."

Henderson enthused: "Remittance Man is very special, isn't he? He was very, very good and it was a great race. They were going flat to the boards at a million miles an hour. Three very good jockeys on three very good horses."

"Stamina is what won it for my fellow. He has not got a great turn of foot but keeps on staying."

No sooner had the excitement died down, than the crowd was treated to another spectacle as one of the strongest fields for the Sun Alliance Chase set off over three miles.

For much of the race Mutare led, followed by Münnehoma — a virtual replay of when they met at Chepstow in January.

Mutare fell when tiring two out and Bradbury Star leaped up as the threat to Peter Scudamore as he sought a fine festival win for Martin Pipe.

Münnehoma, Pipe's banker in the meeting, would not be denied and, despite an indifferent jump at the last, battled on to the line to win by half a length.



IAN STEWART

Champion contest: Remittance Man, left, lands over the last, fractionally ahead of the eventual third, Waterloo Boy, at Cheltenham yesterday

Pipe, with mobile telephone clamped to his ear, walked into the winner's enclosure as he spoke down the line to Freddie Star, Münnehoma's owner.

"I told everyone it was my banker and it obliged, thanks to a great ride from Scudamore," said Pipe. "I'm pleased, which is what he does. He's a natural jumper and loves racing."

Thetford Forest lived up to Nicholson's expectations when he saw off 26 rivals in the Sun Alliance Novices' Hurdle with supreme ease.

Nicholson, who sent our

Carobee to win the Swish Hurdle in scintillating style at Chepstow on Saturday, enthused: "I have got the two best novice hurdlers in training."

Dunwoody was always perfectly placed on Thetford Forest and looked the winner half-a-mile from home. Bollin Patrick, the heavily-backed favourite, was beaten when brought down two out and Thetford Forest toyed with Muse, the long-time leader, before jumping the last and storming up the hill to a comfortable six-length victory.

JAMIE Osborne's victory on Remittance Man yesterday brought him tally to a remarkable four winners in the first eight races at the three-day Cheltenham festival. (Richard Evans writes.)

"It's a complete dream," the 24-year-old jockey said. "He thought three weeks ago that this year's meeting would be a 'non-event' for me because he was due to ride just Young Pokey and Sprangaleak."

But gradually good spare

rides came his way and he realised he had his best opportunity to ride a big-race winner at National Hunt's prestige event.

Three of his winning rides — Flown, Nomadic Way and Remittance man — would normally have been ridden by Richard Dunwoody but due to a clash of riding plans he was unable to oblige and Osborne stepped in.

"You have to feel sorry for Richard. Quite rightly, he is very much in demand. When

you are as good as he is there will be horses that clash."

Osborne, born near Wetherby in Yorkshire but now based in Lambourn, rode his first race as an amateur at the age of 16. He turned professional five years ago and this is his third season as stable jockey to Oliver Sherwood.

Osborne, originally 12-1 to capture the Ritz Club charity trophy for the leading jockey, now looks certain to win.

Titley puts claim to effect on My View

BY MICHAEL SEELEY

A NEW rule governing the allowance claimed by Irish conditional riders made the difference between victory and defeat yesterday as Jason Titley drove the 33-1 outsider My View to a length defeat of Pragada in the Coral Golden Hurdle final at Cheltenham yesterday.

The Limerick-born jockey lost his right to claim after riding 30 winners, but when the rule was altered to allow 40, his 3lb was restored. So on his first ride at Cheltenham, Titley gave the Irish raiders their first victory at this year's festival.

From the second-last hurdle the issue only concerned the first two home. The Wedgetail Man found his stride too late in the day, but stayed on strongly to finish another length away third.

The start had been delayed for nearly ten minutes because one of the runners had become hung up in the tapes. The hero of the hour was 81-year-old Don Faulkner, the man who waved his red flag to halt the cavalry charge as the 31 runners came towards him. "If you stand still, a horse will not hit you," he said later.

After the field had split into two groups to race round the intrepid official, 13 of the runners jumped the first flight before they were recalled. When the race eventually started Torkbar refused to race.

Unfortunately, the stewards later found that Titley, who had appeared to hit the winner about 18 times, had been guilty of improper use of the whip. They suspended him for three days (March 22).

My View was also the first Cheltenham winner for Michael Purcell, the trainer and breeder of the eight-year-old. The winner ran with a patch over his right eye. "We found out he had a seeing problem when he walked straight into me one morning," said the trainer.

The punters, out of luck on the first day, were shouting their heads off after Keep Talking had been the third favourite of the afternoon to oblige in the National Hunt Chase.

Heavily backed at 5-2, Tim Thomson Jones's seven-year-old beat High Peak by four lengths.

Marcus Armitage, riding his second winner of the meeting, had to work quite hard for his money, particularly by loose horses for much of the trip. Remarkably, Keep Talking gave 97-year-old Jim Joe his first victory at Cheltenham since Beacon Light won in 1976.

In the concluding Midday of Fleet Challenge Cup, the Oxfordshire trainer John Webber had his first festival victory since he took out a licence in 1958 when Martin Lynch rode Elstaz to a decisive win over the Martin Pipe-trained Sea Island.



Joel: fine success with Keep Talking

Wall Game can collect Foxhunters'

BY BRIAN BEEL

WALL Game impressed last season and also at Leicester, on his only outing this term. He looks good enough to beat last year's unlikely loser, Dun Gay Lass, in a highly-competitive Christies Foxhunters' at Cheltenham today.

Lessons should be learnt by the race framers that when no professionally-trained ex-handyriser dominates, the pick of the amateurs are prepared to take each other on in large numbers. In overall quality and size, there has been none better in the last forty years.

Rushing Wild is making his racecourse debut, but, though he would probably beat them all in a point-to-point, I think he will have to wait until next year for his name to go on the trophy.

Stamerby Lad, Mount Argus and Final Chant will go close and are preferred to Rane An Argument.

## Hartington seeks financial review

BY RICHARD EVANS

LORD Hartington yesterday voiced his happiness and hopes following the government's decision to cut betting duty and boost racing's coffers by £13 million.

Speaking at the Cheltenham festival, the Jockey Club's senior steward stressed the importance of having a wide-ranging review of the sport's finances to plan for the future.

He was also quick to point out that the success of racing's case was proof that the Jockey Club was more than able to take a lead.

"I hope people will stop saying the Jockey Club is incapable of political and financial initiatives. We have succeeded in that area along with the Horseracing Advisory Council. People will not be able to say any more that we are not a commercially and politically astute organisation."

The government's acceptance of racing's case for a significantly higher return from betting is a personal triumph for Hartington.

The senior steward has been at the forefront of intense political lobbying over the past 18 months in order to get racing's message across to Westminster and Whitehall.

The work put in by Hartington and Christopher

Haines, chief executive at Portman Square, has now paid off in style.

A Levy Board strategy meeting is planned for April which Hartington hopes will provide the starting point for a full-scale assessment of racing's new financial position.

"We have to look and see where all the cuts have been made and whether it is a question of restoring all, or just some of them. It is important to address the problems of the breeding industry. I hope the Levy Board will address that."

Prize-money, cut by around £7 million during the past year, will be a top priority. But Hartington stressed: "We want to look at the whole area afresh. We have been given a tremendous opportunity by government. We must try and make some long-term plans. I am sure that is what Sir John Sparrow, chairman of the Levy Board will do."

The senior steward said he had lost count of the number of happy faces he had seen since the government announcement on Tuesday.

"Racing must regard this as a point of confidence from government," he said. "It clearly believes it is an industry worth investing in, and it is right to do so."

### SNOW REPORTS

Depth Conditions Runs to Weather Temp Last snowfall  
L U Post resort (mm) (°C) fall  
**AUSTRIA**  
Alpbach 20 120 fair open cloudy +3 2/1  
(soft snow on upper runs)  
Fuegen 60 160 fair closed cloudy +2 2/3  
(All soft operating but snow wet)  
Hinterstoder 30 160 fair open cloudy +2 2/3  
(Best skiing on upper slopes and glacier)  
Ischgl 100 100 fair closed cloudy 0 2/3  
(All softs operating but lower slopes now closed)  
Kitzbuehel 40 130 good open cloudy +1 3/3  
(Spring conditions on upper slopes)

**FRANCE**  
Chamonix 70 270 good open o/cast 0 17/2  
(Upper slopes still good, despite lack of new snow)  
Isola 2000 30 70 fair open sunny 0 5/3  
(Best skiing on north-facing slopes with spring snow)  
La Clusaz 30 180 fair patchy o/cast -1 17/2  
(Lower slopes now warm but highest still good)  
Merkel 60 170 good open cloud 2 11/3  
(All softs operating but lower slopes open with new snow)  
Tignes 110 175 good open cloud 2 11/3  
(Good skiing at all levels with new snow)

**SWITZERLAND**  
Cavos 70 185 good open cloud -3 11/3  
(All softs are open and new snow is being made for good skiing)  
Gstaad 20 90 fair open rain +5 5/3  
(All softs operating and glacier still good)  
Matten 85 210 good open cloud -1 11/3  
(All softs running and conditions generally good)  
St Moritz 90 100 good open cloud -6 11/3  
(Good cover with new snow and low temp)

**UNITED STATES**  
Breckenridge 130 140 good open clear -5 9/3  
(Good skiing on packed powder)  
Kingsbury 100 190 fair open rain +5 5/3  
(All softs are open and new snow is being made for good skiing)  
Park City 80 130 good open sun -1 6/3  
(Six bowl runs open with packed powder)  
Vail 115 160 good open sun -5 10/3  
(Back bowls offering superb skiing, good conditions everywhere)

Supplied by Ski Hosts. L and U refer to lower and upper slopes

### 3.10 WIN WITH THE TOTE HANDICAP CHASE (£2,490.4m) (14 runners)

1 22-1192 NORMAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
2 20-1193 PYRAMID 20 (F,G,L) (Mrs G Farrel) 8-11-10  
3 21-1194 CROWN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
4 22-1195 DUNLOP 20 (F,G,L) (Mrs G Farrel) 8-11-10  
5 23-1196 KARIBET 20 (F,G,L) (Mrs G Farrel) 8-11-10  
6 24-1197 STYLING 20 (F,G,L) (Mrs G Farrel) 8-11-10  
7 25-1198 PEGASUS 20 (F,G,L) (Mrs G Farrel) 8-11-10  
8 26-1199 ROYAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
9 27-1200 THE RANNICK 20 (F,G,L) (Mrs G Farrel) 8-11-10  
10 28-1201 POSSITIVE PLANT 20 (F,G,L) (Mrs G Farrel) 8-11-10  
11 29-1202 CHOCATAW 20 (F,G,L) (Mrs G Farrel) 8-11-10  
12 30-1203 REVER'S LAD 20 (F,G,L) (Mrs G Farrel) 8-11-10  
13 31-1204 SWEETIE 20 (F,G,L) (Mrs G Farrel) 8-11-10  
14 32-1205 TOP-ANNA 20 (F,G,L) (Mrs G Farrel) 8-11-10  
15 33-1206 SUPER FOUNTAIN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
16 34-1207 STYLING 20 (F,G,L) (Mrs G Farrel) 8-11-10  
17 35-1208 CROWN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
18 36-1209 ROYAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
19 37-1210 THE RANNICK 20 (F,G,L) (Mrs G Farrel) 8-11-10  
20 38-1211 POSSITIVE PLANT 20 (F,G,L) (Mrs G Farrel) 8-11-10  
21 39-1212 CHOCATAW 20 (F,G,L) (Mrs G Farrel) 8-11-10  
22 40-1213 REVER'S LAD 20 (F,G,L) (Mrs G Farrel) 8-11-10  
23 41-1214 SWEETIE 20 (F,G,L) (Mrs G Farrel) 8-11-10  
24 42-1215 TOP-ANNA 20 (F,G,L) (Mrs G Farrel) 8-11-10  
25 43-1216 SUPER FOUNTAIN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
26 44-1217 CROWN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
27 45-1218 ROYAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
28 46-1219 THE RANNICK 20 (F,G,L) (Mrs G Farrel) 8-11-10  
29 47-1220 CHOCATAW 20 (F,G,L) (Mrs G Farrel) 8-11-10  
30 48-1221 REVER'S LAD 20 (F,G,L) (Mrs G Farrel) 8-11-10  
31 49-1222 SWEETIE 20 (F,G,L) (Mrs G Farrel) 8-11-10  
32 50-1223 TOP-ANNA 20 (F,G,L) (Mrs G Farrel) 8-11-10  
33 51-1224 SUPER FOUNTAIN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
34 52-1225 CROWN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
35 53-1226 ROYAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
36 54-1227 THE RANNICK 20 (F,G,L) (Mrs G Farrel) 8-11-10  
37 55-1228 CHOCATAW 20 (F,G,L) (Mrs G Farrel) 8-11-10  
38 56-1229 REVER'S LAD 20 (F,G,L) (Mrs G Farrel) 8-11-10  
39 57-1230 SWEETIE 20 (F,G,L) (Mrs G Farrel) 8-11-10  
40 58-1231 TOP-ANNA 20 (F,G,L) (Mrs G Farrel) 8-11-10  
41 59-1232 SUPER FOUNTAIN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
42 60-1233 CROWN 20 (F,G,L) (Mrs G Farrel) 8-11-10  
43 61-1234 ROYAL 20 (F,G,L) (Mrs G Farrel) 8-11-10  
44 62-1235 THE RANNICK 20 (F,G,L) (Mrs G Farrel) 8-11-10  
4



Testing day on Catalan Open course

# Chapman rides his luck and earns a share of the lead

FROM MEL WEBB  
IN GIRONA

IF EVER the golfing adage about "it's not how, it's how many" needed proof, it found it in the first round of the Catalan Open yesterday. Five players shared the lead on 68 by the day's end, and at least four of them had different tales to tell about how they had negotiated their way through the manifold perils of the Mas Nou course.

Take, for example, Roger Chapman. One of the nearly men of the European tour, Chapman has long been admired for his technique; the trouble is, he has never won anything within the shores of Europe. If the luck that rode with him yesterday is repeated in the next three days, that might all change.

The fates smiled on him first on the par-five 8th. A big drive on the 507-yard hole, then a flirtation with a lateral water hazard left him 75 yards from the hole in two with par looking a distant dream. In the event, it was no problem at all: his wedge soared, landed soft, hit the pin and bounded six inches

## CARD OF THE COURSE

Hole	Yds	Par	Hole	Yds	Par
1	408	4	10	363	4
2	406	4	11	208	3
3	180	3	12	363	4
4	355	4	13	253	5
5	178	3	14	163	4
6	143	4	15	412	4
7	325	4	16	396	4
8	154	5	17	252	4
9	411	4	18	371	4
Out	3,411	36	In	3,380	36
Total yardage	6,800		Par:	72	

Total yardage: 6,800 Par: 72

away. Result: a wildly improbable birdie-four.

Having dropped a shot on the 10th, he reviewed the situation on the short 11th, where he missed the green on the right, and with more red figures looming, he tossed a near little chip over a couple of trees and straight into the hole for another birdie. He saved further shots at the 7th, 8th and 9th, and then, contrary to his nature, defended what he had won. Take a bow, Mr Caddie.

Johan Rystrom, of Sweden, then came in with a similar score and said that he had been a sufferer from what he called "the Swedish disease" — great shot-making, awful putting. He is trying to put more feel into his putting, and from the way he rattled them in this round, he might be on to something.

And now for Andrew Murray, whose methods were simple: hit the green, make the putt. He dropped only one shot, and included puts of 15 feet and 20 feet in an inward half of 32.

Finally, the lead was shared by Alfonso Pinero, of Spain. He might have had a story to tell, too, but to non-Spanish speakers he might just as well have been reading the telephone book out loud. Suffice it to say that he had five birdies, three bogeys — oh yes, and a hole in one. It's not how, it's how many.

Johan Tomba, of Sweden, banished from the European tour for ten years for changing his score card in a tour school pre-qualifying tournament at Quietwaters in Essex last autumn, has appealed against the ban, and has been allowed to enter for the Portuguese Open next week.

LEADING FIRST ROUND SCORES (GB and Ireland unless stated): 1st P. Ferrer (Spa); 2nd R. Chapman (Eng); 3rd A. Murray (Eng); 4th M. Ashton (Eng); 5th J. Rystrom (Swe); 6th A. Pinero (Spa); 7th A. Chapman (Eng); 8th J. Rowley (Eng); 9th C. Moody; 10th S. Roberts (Eng); 11th D. Ashton (Eng); 12th J. Robinson; 13th M. Almudena (Spa); 14th J. Tomba (Swe); 15th P. Ferrer (Eng); 16th A. Murray (Eng); 17th R. Salter-Green; 18th A. Forgan-Smith; 19th H. Salter-Green; 20th W. Guy; 21st D. Cooper; 22nd J. Cullen; 23rd J. Bowring (Eng); 24th J. Davies (Eng).

25th D. Williams; 26th P. Padin; 27th S. Brownian (Eng); 28th P. Baker; 29th D. Gildard; 30th R. Gonzalez (Eng); 31st D. Ashton; 32nd J. P. Lee; 33rd P. McLean; 34th M. Hartnett (Eng); 35th R. Kershaw (Swe); 36th P. J. Murphy (Eng); 37th J. P. Ross (Eng); 38th J. M. Cuthbertson (Eng); 39th P. Tattersall (Eng); 40th J. F. P. Jones (Eng); 41st D. Williams; 42nd M. Cuthbertson (Eng); 43rd P. Tattersall (Eng); 44th J. P. Jones (Eng); 45th P. Baker; 46th D. Ashton; 47th J. P. Lee; 48th P. McLean; 49th M. Hartnett (Eng); 50th J. P. Ross (Eng); 51st M. Almudena (Spa); 52nd P. Ferrer (Spa); 53rd J. Rowley (Eng); 54th C. Moody; 55th M. Ashton (Eng); 56th D. Cooper; 57th J. Cullen; 58th J. Bowring (Eng); 59th J. Davies (Eng).

and got into difficulties".

Keith Derry, who had conducted a survey on behalf of Essex authorities, had been "astonished" to learn that hospice bars did not apply to golf clubs. He estimated they used a million gallons every 60 days, 13.2 million gallons if the fairways were also watered. Golfers, he indicated, would have to get used to fairways as bare and brown as their own lawns when water was scarce.

Dr Anne-Marie Brennan, of Kent University, warned against the excessive use of sulphates and pesticides, but awarded Brownie points on the strength of golf being much less reliant on nitrogen than farming.

Hamilton Sturt, architect of the first St Mellion course, referred to the "utter nonsense" of so-called new championship courses. We didn't need them and he didn't want them.

William Hillary, a golf course architect himself, said several people "had followed the R and A report blindly

driver. The strong-arm tactics worked to a tee, in a manner of speaking.

Clarke found some idiosyncratic ways of playing — on the 526-yard, par-five 4th, for instance, he took a three-wood, a seven-iron and a sand wedge to get on the green. A putt from six feet gave him the first of four birdies. He saved further shots at the 7th, 8th and 9th, and then, contrary to his nature, defended what he had won. Take a bow, Mr Caddie.

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William Hillary, a golf course architect himself, said several people "had followed the R and A report blindly

## Drought rulings could affect golf

BY JOHN HENNESSY

A SEMINAR organised by the British Institute of Golf Course Architects in London yesterday turned out after all, not to be merely a rallying call in defence of the development of the game. Certainly, every speaker accepted the basic premise that what's good for golf is good for the country, but a number of warning voices were raised.

Keith Wright, secretary of the English Golf Union, set the ball rolling with a declaration that an R and A document, pinpointing the need for 700 new courses in the United Kingdom, had probably overstated the case and "brought the entrepreneur into the market place... and encouraged the opportunist non-expert to enter the field of design, construction and support services."

William Hillary, a golf course architect himself, said several people "had followed the R and A report blindly

and got into difficulties". Keith Derry, who had conducted a survey on behalf of Essex authorities, had been "astonished" to learn that hospice bars did not apply to golf clubs. He estimated they used a million gallons every 60 days, 13.2 million gallons if the fairways were also watered. Golfers, he indicated, would have to get used to fairways as bare and brown as their own lawns when water was scarce.

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THURSDAY MARCH 12 1992

Border's blundering team is driven deeper into despair as it is defeated by Pakistan

## Trap door closing on Australia

FROM ALAN LEE, CRICKET CORRESPONDENT  
 IN MELBOURNE

**T**HE champions are drawing their last breaths. Come the weekend, Australia's defence of the World Cup will probably have ended, and in such ignominy as this country could scarcely have conceived.

There was a time, no more than a few weeks ago, when opinion here had it that the Australians needed only to turn up, don the yellow pyjamas and go through their well-practised routine for the cup to be retained.

Who, after all, was going to beat them, unless it was the talented but delicate Pakistanis? Well, last night in Perth, Pakistan did beat Australia but, such have been the upssets of this competition, it was enough only to keep their own semi-final prospects flickering at the expense of their bewildered hosts.

Imran Khan, Pakistan's leader and motivator, came out for the toss wearing a t-shirt with an angry tiger printed on it. "The tiger is always most dangerous when cornered," he said obliquely.

His players got the message and their performance, while far from awesome, was plenty good enough for an Australian side operating like a car in need of new spark plugs.

Australians are not yet out. Not quite. But their fate is no longer in their own hands. Even if they win their remaining two games, they may still fall short of the semi-finals, for their net run-rate plunged further last night and if it comes to a tie-break, they will almost certainly be the losers.

Looking resigned to his fate, Allan Border, the captain, was typically candid. "We are languishing at the bottom and that is our just dessert," he said. "I felt the target was gettable tonight but we just weren't good enough."

"I don't think there's any way we can get through now, the way the points are. In fact it might be a travesty if we did get through the way we are playing. Everyone's flat and we can't produce the good cricket we have over the last four years. Perhaps we have

played too much but I don't want to start making excuses. We've been outplayed and it's as simple as that."

Border's honesty has been a feature of this World Cup. No one can accuse him of gracelessness in defeat and his bearing under stress has almost been enough to make an Englishman sympathetic.

Certain of his team-mates, however, have not been quite so impressive.

In a match which bared its nerve-ends from first to last, Ian Healy, the wicketkeeper, once more indulged in posturing gamesmanship to dispute various calls of "wide" during the Pakistan innings.

Border was also curious over the interpretations of the South African umpire, Karl Liebenberg, but his method was to have a quiet and dignified discussion with him.

Liebenberg found himself involved in another incident with the match all but over.

Somehow, he adjudged Mike Whitney had not hit a leg break from Mushtaq Ahmed. Words were exchanged between batsman and wicket-keeper and Whitney, who could never be called uncompetitive even during a hopeless last-wicket stand, managed to look absurdly aggressive with everyone for one over, before shaking hands all round when he was bowled, to end the game, in the next.

Whitney was perhaps not an inspired selection for this tournament but he is not alone in that, and there is more to the Australians' plight than personnel. The things which, for years since the last World Cup, they have done as second nature have, quite suddenly, been beyond them.

Losing the toss yesterday was a blow, but not a mortal one. Imran suggested later that the ball had moved around much more in the evening session. He might have added that his bowlers used the conditions better, bowling a fuller length.

Reid did have Aamir caught behind off a no ball before he had scored, but McDermott, his face almost obliterated by yellow zinc cream, was left, as usual, to shoulder the burden of being the one man to whom Border could turn for comfort.

Aamir went on to make 76. Ramiz shared an opening stand of 70 in 20 overs and Miandad, although suffering the effects of his stomach disorder, joined Aamir in an inventive stand of 77 for the third wicket.

From there, Pakistan should comfortably have made 250. Not for the first time, the rest of their batting crumbled, and if the dangerous Inzamam-ul-Haq was a victim of a dreadful run out, others had no such excuse.

Six wickets went down for 27 in the final six overs and credit is due to the iceberg, Steve Waugh, for a second spell of three for 14.

On such a good pitch, 220 did not seem enough, especially as Pakistan were trying to get by with the round-arm slingers of Ijaz Ahmed as a fifth bowler. If their attack was thin, however, it was no thinner than Australia's con-



Stooped and conquered: Border, the Australian captain, bends the knee yesterday after misfielding the ball in Perth as his team sinks to another humiliating World Cup defeat at the hands of Pakistan

fidence. Marsh was fretfully strokeless, especially after Moody and Boon had been snared by a fine spell of outswingers from Aqib Javed, and although Jones looked to be deciding the match with a carefully paced innings, he crucially lost patience in a tournament they were expected to dominate. Piay Border, the knives are being sharpened even now.

England A labour, page 30

### Three players fined

Perth: Aamir Sohail and Moin Khan, of Pakistan, and Mike Whitney, of Australia, were each fined Aus\$250 (about £110) for misconduct during the World Cup match here yesterday.

Sohail, who won the man-of-the-match award for his innings of 76, received a severe reprimand and his fine from the code-of-conduct commissioner, Wally Lang-

don, and the match referee, Kingsley Preston, for disputing an umpire's decision involving David Boon.

Whitney and Moin received identical punishments for an incident near the end of the match. The pair clashed after the umpire, Karl Liebenberg, turned down an appeal against Whitney for a catch by the wicketkeeper, Moin. (Reuters)

### TABLE, FIXTURES AND RESULTS

P	W	L	NR	Po	NRR
New Zealand	0	0	0	0	-0.96
South Africa	4	0	0	0	-0.17
West Indies	3	1	0	0	-0.02
Pakistan	2	1	1	0	-0.57
Sri Lanka	2	0	0	0	-0.38
Australia	0	0	0	0	0
Zimbabwe	0	0	0	0	0

RESULTS (W=Win, L=Loss, D=Draw, NR=Not Result, Po=Points, NRR=Net Run Rate)

PREVIOUSLY:

New Zealand	2002	0	0	0	0
England	2002	0	0	0	0
Pakistan	2002	0	0	0	0
South Africa	2002	0	0	0	0
West Indies	2002	0	0	0	0
Zimbabwe	2002	0	0	0	0
Australia	2002	0	0	0	0
England	2002	0	0	0	0
Pakistan	2002	0	0	0	0
South Africa	2002	0	0	0	0
West Indies	2002	0	0	0	0
Zimbabwe	2002	0	0	0	0
Australia	2002	0	0	0	0
England	2002	0	0	0	0
Pakistan	2002	0	0	0	0
South Africa	2002	0	0	0	0
West Indies	2002	0	0	0	0
Zimbabwe	2002	0	0	0	0
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England	2002	0	0	0	0
Pakistan	2002	0	0	0	0
South Africa	2002	0	0	0	0
West Indies	2002	0	0	0	

FILMS  
The search for  
Josef Locke in  
the British  
Hear My Song



APPOINTMENTS  
The cream of  
managerial  
jobs over  
12 pages



# LIFE & TIMES

THURSDAY MARCH 12 1992

## Are we forging our own history?

IAN BERRY/MAGNUM

As yet another city celebrates the glories of its industrial past, George Hill asks whether heritage itself is an industry in decline

In recession-hit industrial Britain it has become a truism that where there is nostalgia, there should be brass. In the 1980s it came to seem almost more worthwhile to invest in history than in new industries, which have proved all too apt to go the same way as the old ones. Cities took to celebrating the yesterdays of their industries, even while those industries were twitching in their death-throes.

This year Shefield has an anniversary to celebrate, and of course it means to make the most of it: these days any town with an eye to self-promotion knows that every anniversary is an opportunity.

But heritage may not prove as effective a hedge against recession as it seemed. Customers and sponsors are feeling the financial pinch, and the market may have reached saturation. Hard times are coming for the new horde of specialist museums, and not all of them may survive. Heritage itself now shows some of the characteristics of an industry in decline.

An exhibition devoted to steelmaking begins the celebrations tomorrow, a documentary film has been commissioned to mark the occasion and a Huntsman trail has been mapped out, to guide tourists round the landmarks of the dawning age of steel. The trail will lead to Abbeydale's Industrial Hamlet, a small steelmaking complex dating from before the advent of steam, and now containing what is claimed to be the only surviving steelmaking crucible furnace in the world, as well as a small museum where craftsmen demonstrate some of the skills associated with early steel technology.

The irony is that Shefield's steel-industry today is more qualified for a wake than a birthday party. For a time in the last century, Shefield was producing almost half the world's entire output of steel. A river of molten metal once poured out from its cluster of black steeworks. Now they have all but disappeared, and so have the jobs that went with them.

Steel in Shefield has not collapsed as completely as the heavy industries which were the mainstays of other northern towns. Ever since Huntsman's own day, the city has made a point of promoting advanced research, and on high-value products which competitors find it relatively hard to reproduce. Often today these have special applications in fields such as aerospace and defence: when Saddam Hussein was looking for manufacturers who could forge a barrel for his supergun, it was naturally Shefield which was able to supply the technology.

Under the mistaken impression that it was supplying petrochemical equipment. But the town has lost 60,000 steel-related jobs in the past 20 years, and its unemployment rate is more than three points above the national average. The scars of industrial exploitation are still apparent. The people of Shefield might be forgiven for looking back on the local heyday of steel with bitterness rather than nostalgia. Visitors to Abbeydale have dropped from a peak of almost



Showing the steel workers in Ebbw Vale, south Wales, perform the sort of manual labour beloved of Britain's industrial heritage movement

commercial basis without some form of funding from the community — from national or local government, or from industry. Help of this kind is hard to find now.

The appeal of such museums is powerful and straightforward. Their stock in trade is those

captivating technologies of steam and water, horse-power and muscle power, and the skills of the joiner, the blacksmith and the farrier. They hark back to a time when industry shared the physicality of traditional farming, with horses towing the barges and hens clucking outside the workmen's cottages.

For a generation used to power which we can call up at the touch of a switch and without much conception of how the machine works, the old technologies which operate with clanking of cogwheels and hissing of boilers carry all the satisfaction of seeing forces of nature perceptibly set to work.

At their best, industrial museums are among the most imaginative and innovative in the country. The pioneering Beamish North of England Open Air Museum and the later Ironbridge museum have explored techniques of active, entertaining and participatory display which have been

Museums such as Beamish and Ironbridge fulfil appetites raised by *The Ondedlin Line, All Creatures Great and Small* and other television series set in the good old days. The temptation is to make the good old days just a little better. The glow of nostalgia is a powerful draw, but it can be deceptive. In 1972, soon after Beamish was founded, Dr Frank Atkinson, its chief creator and father of the whole industrial museum movement, declared that "nostalgia is going to be bigger and bigger business in the next few years".

Today he is a little embarrassed

by the unmistakable air of opportunism that perfectly accurate prediction.

"Undoubtedly nostalgia has been an important part of our public appeal, and helped us to make our way. But I do not believe that looking backward is a good thing, or that it is what a museum should be about. We all need to know what the past was like, because one cannot see where one is going if one does not know where one is coming from."

This is rather a parochial explanation for what is clearly a world-wide trend: the museums specialist Kenneth Hudson estimated in 1988 that there were 35,000 museums in the world, increasing by 10 per cent every five years.

In a fast-changing world, people not unnaturally feel the need to look back to check their bearings. There is a hint of young fogeyism in Mr Hewison's disdain

for the devices that Ironbridge and the rest have adopted in seeking to

appeal to audiences who would shun an academic museum.

But he is accurate in emphasising the slippery slope towards falsification. "There is always the pressure to be more entertaining and present the past as reassuring. When they dress up in mob caps to work butter-churns, the fact that they are healthy 1990s people who have never suffered rickets or lost their teeth creates an unavoidable distortion straight away. I don't say that the whole thing is flawed — but the projection of our industrial past needs to be much more critical."

Mr Hewison sees cultural and economic crisis ahead. "I believe and hope that people in the next century will look to the future

again. I predict that by the year of fashion."

A safer bet is that nostalgia will be in vogue as long as we feel curiously about the past. But it is likely to become more discriminating. The museums that respond to that, and help to bring it about, will deserve to survive.

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TOMORROW  
Valerie Grove on the wit of Wendy Cope

## Lies, damned lies and sexual statistics

### PRIVATE LIFE

John Diamond casts a suspicious eye over questionnaires



Ilidos of those readers who once in a while fall asleep the moment they get into bed; or those who have never dressed up as Zorro or a PVC-booted traffic warden, or those who can make competent love without working from diagrams.

The thing is though, that while like anyone I've ever spoken to about these surveys, I've never quite come up to statistical

scratch. I've never worried about it. Because I don't believe them. I live in the sure and certain knowledge that unless they are overdoing it on sodium pentetone people always lie about sex. Always. Or, rather, they don't lie; they base their answers on an ideal established by that night they spent in Devon during the power cut, or what they imagine things would be like if the man upstairs didn't practise the bassoon at two o'clock every morning.

Asked quite specifically how many times they made love last week they (oh, all right then) I will always answer for the week before when I didn't have to work late so many nights, or the week before that when I didn't have that cold, or the week before that when I didn't have to go up to Cleckheaton and missed the train back, or any week which fits in with my idea of what a sex life should theoretically be like rather than what it actually is.

But then my ideal is largely based on the statistics quoted in the sex surveys I've read over the years; and those, in turn, are based on the theoretical sex lives of those people who, in turn, have been informed by the sex surveys they have read and so on all the way back to some sexual *Domesday* book.

"Wherein it is conclusively shown by divers statistic methods that size matters not save that the act is performed in a meet and gentle manner..."

And even if the survey respondents don't lie then they disqualify themselves from statistical acceptability by being the sort of people who bother taking half an hour to complete a magazine sex questionnaire. What sort of person is it, after all, that sends in these questionnaires? Do they believe that they have some sociological duty to the rest of us and that without their answer the survey will be in some way unbalanced? Or, that the appeal for respondents is directly aimed at them in the same way a postler with a clipboard might be? Or is it that they want to boast? "Listen world! It's been three weeks since I got to sleep before 3am and we've only got to page 47 of *More Joys of Sex*!" But since the questionnaires are anonymous, that surely can't be it either. My suspicion has always been that it is only those who need to set down on paper the theoretical sex life that they believe is their due who send in their forms. Of those, of course, who think that in return they'll get something special from Big Chief I-Spy.

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# CINEMA

## Return of an Irish charmer

Geoff Brown reviews *Hear My Song*, *Fried Green Tomatoes* and *Light Sleeper*

**T**he hero's companion mutters "We're in a shaggy dog story" as they yank a prize cow, accidentally purchased at an auction, across Ireland's rolling countryside. We certainly are. *Hear My Song* (15, Odeon Marble Arch), a first feature for British commercials director Peter Chelsom, lolllops along with a daft smile and panting breath. It spins a tale of the broadest whimsy about a Liverpool promoter's frantic search for Josef Locke, sentimental tenor of the Forces and Blitzes, who fled to his native Ireland to avoid charges of tax evasion.

Chelsom's film has already made friends abroad. It was quickly picked up for American distribution and earned Ned Beatty, who portrays Locke, a Golden Globe acting nomination. *Hear My Song* has even been seen by the Princess of Wales, at a charity gala last week. Is this the new British film, and the burning new young talent, for which we have all been waiting?

Frankly, no: Chelsom's tale and treatment are too buried in the past to blaze the way forward. The story unfolds in the early Eighties, though so many stalwarts of old British cinema have into view — Irish yokels, a Morris Minor, a mackintoshed police chief always two beats behind — that it might well have been filmed 30 years earlier.

Yet once the shaggy dog story gets up and running (be prepared: this takes some time), the film's warmth and gusto provide modest pleasure. Co-writer Adrian Dunbar cuts a plausible figure as Micky, the promoter; Shirley Anne Field, no mean stalwart herself, sheds a quiet glow as a woman who once caught Locke's eye. But it is Beatty himself who proves crucial.

The first Locke we meet is a

professional imposter, booked to perform as Mr X; then the real McCoy is located, deep in Ireland. When the burly American actor sings "Hear My Song", "Count Your Blessings" and Locke's other favourites, we know this is not Ned Beatty's actual voice. But Beatty's gestures are so heartfelt that we readily accept the lie.

Now, on to a film which boasts a list of characters including Iggy and Nanny Threadgoode, Smokey Lonesome, Sissey, Missey and Curtis Smoote. Veteran observers of American cinema will immediately know what to expect. Here comes the parade of quaint rural folks, the jokes and homilies, the dusty lanes and the scorching sun, the singing crickets and rattling suns: a film almost drowned in Southern comfort.

*Fried Green Tomatoes* at the Whistle Stop Cafeteria (12, Odeon Haymarket), an ingratianting movie, crumpled doggedly to this old-fashioned type. True, the Ku Klux Klan ride into Whistle Stop, Alabama, for a spot of terrorising, but most of the blacks seem happy to sew and sweep, while the Caucasians carry the plot's main business.

This concerns friendship: through a skein of flashbacks that leap through the century, we follow the fortunes of Iggy Threadgoode (Mary Stuart Masterson), a fearless tomboy turned independent woman, who rescues her bosom friend Ruth from a violent husband and sets up a popular cafe. No prizes for guessing the house speciality.

Yet there is more on the menu than Iggy Threadgoode. We hear of her history through another Threadgoode, Nanny, currently residing in a convalescent home, where she befriends and inspires a plump, stolid housewife in dire need of an overhaul. Enter Jessica Tandy and Kathy Bates, bucking



Close encounter of the Irish kind: Tara Fitzgerald as Nancy Doyle and Adrian Dunbar as Micky O'Neill in Peter Chelsom's *Hear My Song*

down to their characters with love. Even when scenes grow sticky and silly, these two are invariably a joy to watch.

The material, fuzzy feminist in tone (note how the husbands are doits or brutes), stems from a novel by Fannie Flagg, a television writer and stand-up comedienne. As a spinner of tales she has some way to go before rivalling Homer, though this remembrance of past lives proves bearable enough as movie scaffolding. Jon Avnet, directing his first cinema film after a brief production career, escorts us swiftly through the tragedies and joys, and is not afraid of emotional manipulation. Some shots resemble cattle prods.

Yet for all the clarion calls on our hearts, *Fried Green Tomatoes* steers clear of deep emotions, and daintily sidesteps the issue of Iggy's sexuality. This is a film of surface attractions: engaging performances, lush photography, ear-tickling music, a film as cosy and smothering as granola's armchair.

On the other hand, *Light Sleeper* (15, Curzon West End) feels like a church pew. The hero, John LeTour, conforms to writer-director Paul Schrader's usual type. He is a loner, an outcast: he worries a lot, and commits his thoughts to a diary; at the end, through a cocktail of violence and love, he achieves a kind of redemption.

**H**e is also Willem Dafoe an intriguing performer, scarcely off-screen during this sombre portrait of an ageing drug delivery-man adrift in the unfriendly Nineties, anxious for life to take a new turn. Fate pushes LeTour to the crisis point. Cops with a morder to solve start nosing round; his frozen heart thaws once

he rediscovers an old flame, while his boss (Susan Sarandon) plans to chuck the white powder for a career in herbal cosmetics.

*Light Sleeper* is a memorial to the cocaine-sniffing, high-rolling Eighties. But did Schrader have to make his elegy so lugubrious? Words drop like lead weights from his dealers, users and bar-stool riff-raff: LeTour's lame must work his lips around "You were an encyclopaedia of suicidal paranoias". Camera positions are chosen with a great deal of thought: unfortunately, the thought shows.

Yet Schrader earns points for atmosphere. The action unfolds, one sticky New York summer, during a garbage strike. Refuse bags mount in the streets, through night skies of rain and neon. LeTour snakes in his chauffeur-driven car between shimmering penthouses and low-life dives. The cast suffer equal mixed

fortunes. This is not one of Sarandon's finest hours: as the dealer facing her own mid-life crisis, she displays her old vim, but can never make her shrill dialogue convince. Dafne has a far better time: shafts of vulnerability, even tenderness, help lighten his character's load and bring some grace notes to Schrader's tale of angst unlimited.

For a breath of fresh air, try "Fiber: A Lost Nation", a three-week season delving into the world's most enigmatic country. The prime exhibit, *Horse Thief* (PG, ICA Cinema), was first released here in 1987, though Tian Zhuangzhuang's film is good enough to warrant a fast revival. The trumpeted "brand new print" proves ghostly pale; but the Tibetan rituals, ominous vultures and snow-swept crags, matched to a soundtrack of moans and bells, leaves us high and dry.

The one figure thrown up, the date of 1923, should be discounted. China's Film Bureau, sensitive to any treatment of ethnic minorities, imposed the date to place the culture so respectfully recorded at a safe distance. But when the monks line up, prayer wheels turn, and Tian's characters lie prostrate with grief in a series of aching dissolves, dates prove meaningless. The film has ascended into a timeless realm, where the camera's eye and the artist's soul mingle and make magic.

### ARTS BRIEF

#### Is Auntie entitled?

CHEERING news from Covent Garden for those opera-lovers who shudder at some recent "modern" English translations of Mozart operas. When the Royal Opera's production of *Don Giovanni* was televised by the BBC last month, the Royal Opera was criticised (not least on the letters page of *The Times*) for the quality of the television subtitles. Some viewers inexplicably felt that such phrases as "get lost" and "you little slut" did disservice to Da Ponte's elegant Italian.

In vain did Covent Garden point out that the subtitles were nothing to do with them: their own "surtitles" (projected above the stage) were rejected by the BBC, presumably for being too faithful to the original. Now the Royal Opera House has decided that its future contracts with broadcasting organisations should always give it editorial control over subtitles. The joy of seeing "perfido mostro" (perfidious monster) represented on screen by a single, stark "Bastard" is, it seems, temporary.

#### Nose job

FRANCIS Ford Coppola is to collaborate with Jim Henson Productions on a live-action and animatronic film of *Pinocchio*. There have been several films about the boy-puppet with the zoom-action nose since the 1940 Disney classic, among them a 1971 X-rated version.

#### Generous terms

DESPITE the high street banks' dire annual results, Barclays has decided that its artistic largesse will continue. It has announced that its sponsorship of the Barlays New Stages festival — which targets fringe theatre — will be renewed for a further three years: a sponsorship worth £500,000. This year's festival, at the Royal Court from May 18 to June 6, focuses on Brits Off, the Cholmondeleys, the Featherstonehaughs, V-TOL and Yes/No People.

#### Last chance...

WHEN John Player began sponsoring an annual portrait award at the National Portrait Gallery in 1980 there was argument over the criteria of "likeness" employed in judging. Later the required photographs of sitters vanished, but the usual style remained conservative. Now that the last portrait commissioned under this scheme is complete, the NPC (071-306 0055) is showing all 12 commissioned works. Visitors can judge the results of these changing criteria for themselves until Sunday.



Chris Whitley: "I think I must have a lot of anger in me"

### TELEVISION REVIEW

## That woman goes to war

**T**he Argentine invasion of the Falklands was a watershed for my generation. Then in our twenties or thirties, we had no inkling until 1982 of how the alchemy of victory can transform a nation and its leaders. Some of us truly made up our minds about Mrs Thatcher only during those anxious weeks of war. The various fictions and fictions on the subject have hitherto fallen flat. But the conduct of war from the top, its high politics, can be reconstructed on screen by flair and meticulous research of the kind used in *Woolly Al walks the kilt back*, last night's BBC 2 *Timewatch* documentary about Alexander Haig's abortive attempt to prevent the war.

The programme was full of good lines. Caspar Weinberger promised an aircraft carrier at a time when Haig's peace offensive was balanced on a handbag edge; our man in Washington, Nico Henderson, bogged at the recollection. According to Haig, Galieri pretended to be in a meeting when Reagan telephoned. Having failed to persuade Haig to appear before a million Argentinians gathered outside, Galieri delivered a ranting speech which in effect destroyed Haig's confidence

in him and scuppered the talks. Not that there ever was much chance with Mrs T in charge. The Argentine air force chief, Lami Dozo, admits that the junta's cardinal error had been to underestimate the British prime minister's determination. Vernon Walters, then Haig's right-hand man, told his old acquaintance Galieri: "General, that woman has let a number of hunger strikers of her own basic race and language starve themselves to death without flickering an eyelash. I wouldn't count on her not doing anything if I were you." When she asked him what he thought of her, he replied: "Everything they say about you is true: you are the Iron Lady." Recalling the incident, Walters adds a gloss: the real Iron Lady is an instrument of torture kept at Nuremberg.

One point emerges: any contrast between the vacillating, divided junta and the quietly single-minded British government depended wholly on "that woman". As the task force steamed south, ministers had doubts about her Churchillian style as well as her inflexible policy on sovereignty. Even Sir John Nott, the supposedly hard-line defence secretary, does his worst to debunk the

historic briefing outside 10 Downing Street when he read out the telegram announcing the recapture of South Georgia, and Mrs Thatcher told the assembled reporters to "rejoice". It was, says the fissionist Nott, "embarrassing". He adds that "Mrs Thatcher was a much better politician than I was" (just in case nobody had noticed).

In Francis Pym, a stopgap foreign secretary with Carrington's air but none of his guile, Haig spouted a fellow marked man. Haig himself would also lose his job. Not only did his diplomacy give the impression of a bid to appease Buenos Aires; the amiable "Al" was indeed, as Mrs Thatcher remarked, "woolly".

The producer (with Mark Anderson) was Norma Percy. Her series *The Second Russian Revolution* illuminated the etiologies of Soviet communism under Gorbachev like no other. Claims that her technique would fail with western politicians were dispelled by this film. Investigative journalists take note: do your homework, offer people a fair hearing, cut out exhibitionist interviews, and you may get what you want.

DANIEL JOHNSON

## Hard-bitten rocker on a roll

David Sinclair meets Chris Whitley, the volatile American guitarist who tours Britain this week

**I**f complimentary reviews were bankable, Chris Whitley would not have had his American Express card confiscated after a spending spree last month. His debut album, a strange, bluesy concoction called *Living With the Law*, prompted a dazzling array of critical bouquets when it was released last year. Yet despite the instant cult status and the encouraging worldwide sales which have since accrued, Whitley now has mixed feelings about the album's initial reception.

"I've read a lot that I don't agree with," he says, "and there have been many reviews that were intended to be positive which I haven't liked at all. Some people have taken the album too much at face value. They hear an acoustic guitar and so they immediately assume it's acoustic folk music. I don't feel it's like that at all."

Particularly exasperating are comparisons with veteran roots-rock slide guitarists Ry Cooder. Whitley insists that his real guitar hero is Jimmy Page of Led Zeppelin. In fairness, this would be hard to divine from the album, but anyone who has seen Whitley perform live with his current band will know that he is indeed a hard-bitten rocker at heart.

The broader truth is that he is a

man steeped in a variety of traditions: the deep blues of Muddy Waters and Howlin' Wolf, the urban rock of Aerosmith and Lynyrd Skynyrd, the soaring soul of Al Green and Stevie Wonder, and the European synthesizer baroque of Gary Numan and David Bowie (as in *Heroes and Lover*). *Living With the Law* emphasises one side of an unusually multi-faceted musician, but anyone who thinks it represents the full measure of the man is in for a surprise.

Whitley is not a man who finds it easy to relax. He gave up drinking about six weeks ago. "I think I must have a lot of anger in me," he says. "If I get drunk I go crazy. We were touring the States and I kept getting thrown out of hotels. It's something I've thought about, read about, been to the therapist about, but now I just accept it's there, and try to direct more of my energy into my music."

He may have inherited some of his volatile temperament from his parents ("the only proper fistfight I've ever had was with my father"). His mother was still a teenager when Whitley was born in Texas on August 31, 1960, and it was his parents who introduced him to the music of Hendrix, The Doors and The Beatles.

The couple divorced when Whitley was 11, and he went to live with his mother in a series of low-rent apartments, trailer-park homes and even a log cabin, with no running water, in Vermont. It was during this period that he acquired his fascination with, and sneaking admiration for, the *mores* of the "white trash" American underclass that seeps through into the lyrics of songs such as "Bordertown".

Less often remarked is his love of photography, literature and high art. There is Cherokee blood on both sides of his family, and he is fascinated by the spiritual concepts embodied by much American literature.

In his late teens Whitley took off to seek his fortune in New York City. But at that time his passion for blues-based music and his skill as a slide guitarist put him out of step with a scene dominated by New Wave acts such as Blondie.

He jumped at an opportunity to move to Belgium, where he lived for almost six years. While there he played in a teenybop funk band called Noh Rodeo ("a real compatch operation") and shared a house with bassist Alan Gevaert, who plays in his current band. He married Gevaert's sister Hélène and they now live in New York with a four-year-old daughter.

So far he has finished writing just three songs for his second album. But if there is record company pressure to deliver more material or to fashion a set of "blockbuster" songs to capitalise on the groundswell of interest in *Living With the Law*, then he is not aware of it.

"My career is one day at a time. I just hope I have the courage and the identity and the ideas and the craft not to get locked into one thing. The way that I play guitar, for instance, is hardly touched upon on that first record. I want to explore different areas and not be pigeon-holed into something too defined."

• Chris Whitley plays at the Irish Centre, Northampton (0604 32375) tomorrow night and at The Grand, London SW11 (071-738 9000) on Saturday. *Living With The Law* is available on Columbia (4685682).

### CONCERTS

## Small steps for man

**W**e live with grids in our ears. Almost all the music we hear is telling us the same story, that there is only one way to travel up and down the octave, only one sort of musical staircase: that of the 12 equal semitone steps Bach celebrated 250 years ago in his *Well-Tempered Clavier*.

Throughout the last century musicians here and there have pursued other ways of getting about, usually by smaller intervals, or "microtones". Their voices have now been joined by that of James Wood, whose newly founded Centre for Microtonal Music at the Guildhall School stepped out with a little Festival of Microtonality last weekend.

Microtonal composers have had to combat a whole history of aural training, as well as of instrument building, with the inevitable result that their efforts have been widely viewed as merely eccentric. But perhaps now is the time for a more intensive assault, to achieve what Wood's manifesto for this festival described as the "tantalising possibilities" of microtonality.

The worry is that both the proponents of new hearing, and the lethargy of musical culture in general, have tended not only to marginalise microtonality but to establish it as a category, so that just about the only thing one knows about such great pioneers

Haba and Carrillo was working in microtones in the Twenties, seems to have used them more for filling up harmonic space with dense, cloudy, slow-moving clusters than for melodic inflection. His implausible First Quartet was also on this Arditti programme, along with James Wood's own quartet, which seemed vastly more fresh, passionate and exciting than when the Arditti first played it seven years ago. A real discovery of glistening microtonal harmonies and, in the big final movement, melodies of urgent reach and intensity.

Earlier in the weekend we had heard a new Wood piece, *Phainomena*, scored for voices (his New London Chamber Choir) and instruments. Like other recent works by this composer, *Phainomena* is a ritual that, in its pacing and gesture, seems designed first and foremost for the performing participants. But as it gathers steam, whirling through the zodiac with note patterns charmed from the sky and chanting in ancient Greek, it develops and sustains an almost Varèse-like energy and a frenzy of colour. If Wood is as energetic an organiser and animator as he is a composer, then we can expect to hear some of microtonality's tantalising possibilities sounding out from his new centre.

PAUL GRIFFITHS

# Basking in the shade of Burke

As John Major girds his loins for the election, Roger Scruton praises two new philosophical defences of conservatism but finds respect for authority lacking

**B**ooks of conservative doctrine are in short supply, for conservatives are suspicious of the reading habit, which has brought so much folly into heads ill-equipped to resist it. And for many Tories, the true theory of conservatism is that it has no theory. Nevertheless, the "case for conservatism" always makes refreshing reading, after those jargon-ridden and hate-filled tracts which pass for socialist philosophy. Conservative doctrine is of necessity eclectic: its aim is to encourage the acceptance of our social condition, and to find solace in its imperfections.

David Willets's book typifies the genre. It is an agreeable and wide-ranging defence of the policies of the Conservative party, as these have evolved in recent decades. Willets has a versatile mind, a broad culture, and a lucid style.

His masters are Oakeshott and Hayek: secular thinkers whose effect on conservative doctrine has been to sweep away its dependence on religious belief and endow it instead with a social philosophy. While Burke, Coleridge, Disraeli all paid lip service to the Anglican Church (which has seldom demanded any other kind), Willets barely mentions religion, and presents his conservatism as a neutral social theory for a secular age.

His core ideas are two: the free market, and spontaneous communities. The first provides the means of life, the second the ends. Willets tackles head on the usual socialist objection, that free markets are the solvent of communities, replacing traditional loyalties with a self-centred struggle for consumer satisfaction. In rehearsing Adam Smith's timeless vindication of the spirit of commerce, Willets shows that the socialist objection is at best shallow.

My only regret is that he sets his eyes too firmly upon the modern age, and fails to remark on the contribution of markets to the civilisation of Greece, Rome and medieval Christendom. In the light of history, the socialist grievance is shown up for what it is: a niggling resentment against the spirit of Western civilisation, on behalf of its Utopian shadow.

Willetts bravely tackles all the issues of the day: the welfare

state, the constitution, monetarism, the ERM — indeed, any question to which a parliamentary candidate will need an answer. What he gains in topicality, he loses in depth, though that is not a defect. Maybe his half-hearted apologies for the European "community" — which he both sees and refrains from seeing as a gravy-train for socialist bureaucrats — will not endear him to every member of his party. Nevertheless, to have presented the case so clearly and eloquently, and with an educated sense of where argument matters, is no mean achievement.

Willetts defends the "social market", that is, a free market qualified by the welfare state. His defence goes hand in hand with an admiration for modern Germany, and blinds him to the defects of that country: its wimpish liberal elite, its universities stuffed with sentimental leftists, its remorseless modernism, the widespread addiction to the sins of the flesh, and the nihilistic culture which justifies

everything by proving that nothing is justified.

The excuse for Germany was the Lutheran religion, and the high culture of Bach, Goethe, Kant, Beethoven and Schiller. Those things vanished long ago, and the German youth of today has retained only a flicker of interest in them. That British Tories should waste their emotions in praising the Third Reich's spineless successor never ceases to amaze me.

John Gray is another champion of the "social market", and his defence must count as one of the most intelligent and sophisticated contributions to modern conservative philosophy. Gray offers the *true* case for the market, not as an instrument of freedom or prosperity (though it is both those things), but as the sole repository of the information upon which economic life is based. The argument is beautifully set out, and rich in conservative implications. There is no *a priori* difficulty, Gray argues, in combining this "Austrian" argument for the market with a defence of the welfare state, as an "enabling device" whereby the basic need for "autonomy" will be as widely satisfied as possible.

I may not be a typical Tory. Nevertheless, for me the need for "autonomy" (which means the right to choose my life and satisfactions) has always taken second place to the need for belonging (which means the need to find my life and satisfactions inscribed in a social reality greater than myself). And I have never regarded the welfare state as anything but a threat to this.

**N**ot only is Gray aware of Charles Murray's devastating proof that American welfare policies have engendered an adversarial underclass, and a dependency culture, but he also knows of the arguments of the "Virginia school", which tell us that the welfare state will in time become a colony of "rent seeking" bureaucrats. But he brushes these difficulties aside. There is a further difficulty, which he does not mention.

What should the recipient of welfare give in return for it? The only cogent answer is loyalty. Yet the dependency culture is invariably the antagonist of the society that created it.

This difficulty points to a weakness in both these otherwise excellent books, which is that they pass over what has been the key concept in traditional conservative thinking: the concept of authority. The problem for conservatism in our time is the growing deficit of authority in the institutions of society, and of its counterpart, deference, in the individual psyche. How to supply this deficit is another matter, but a philosophy that does not notice it can hardly be called conservative, even if it is the philosophy of the new Conservative party.

**D**r Scruton is the author of *The Meaning of Conservatism*.

mean decent — we all know what that is." And, however relativistic we try to be, we do.

Pluralism also leads Berlin to question the notion of historical inevitability, beloved of Hegel, Marx and now Fukuyama. Like his hero, Alexander Herzen, he disputes the idea of a historical libretto from which the singer cannot deviate.

He cannot see how determinism and cultural diversity could realistically co-exist. There is no general direction to history, no wagon-train which will one day grind to a halt at some pre-destined site.

Hence Berlin's discussion of gnosticism, nationalism and the ideological ferment which was then bubbling in Eastern Europe betrays no triumphalism. The liberal democracy in which he believes may be spreading the world over, but there is no inevitability in this. He shies gracefully away from the seer's laurels.

Where Berlin's judgment falters, is that he underestimates the appeal of his ideals to the young. "They seek absolutes," he reflects, "and that usually, sooner or later, ends in blood." Yet current interest among young people in human rights, constitutional reform and the meaning of citizenship owes far more to Berlin's ideals than to socialism or the *laissez-faire* ethics of the New Right. His words are inspirational and I am grateful to Jahanbegloo's book for reminding me of this.

**T**his stimulating, energetic and inventive book addresses an ancient conundrum. Somewhere or other there is an intimate relationship between the workings of our nervous systems and our mental lives but how does the seeming physical activity of the brain afford little if any insight into the nature of its possessor's experience. In a similar vein Searle has repeatedly challenged the notion that mere behaviour can be the touchstone of mentality.

In *Consciousness Explained* Dennett takes on this die-hard opposition, bringing to the task a formidable knowledge of philosophy, psychology, physiology, and computer science.

His own hypothesis is that consciousness is best understood as a mode of functioning of the

**Adam Zeman**

**CONSCIOUSNESS EXPLAINED**  
By Daniel C. Dennett  
Allen Lane, £20

lecturer, have defended mental events against attempts to reduce them to physical processes in the brain of their behavioural results. Nagel has argued that an understanding of the mechanics of a brain affords little if any insight into the nature of its possessor's experience. In a similar vein Searle has repeatedly challenged the notion that mere behaviour can be the touchstone of mentality.

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While we tend to conceive of the operations of the mind as unified and transparent, he suggests that they are chaotic and opaque. There is no invisible "boss" in the brain, no "central meander", no unitary self in command of our activities and utterances. There is no internal spectator of a "Cartesian theatre" in our heads to applaud the march of consciousness across its stage.

**O**nce we fully appreciate the implications of this argument, he claims, our resistance to attempts at reductions of mind to machine, or machine program, will melt away. Dennett supports his case with appeals to experience and experimental evidence: "Once we take a serious look backstage, we discover that we didn't actually see what we thought we saw on stage... the very distinction between onstage experiences and backstage processes loses its appeal".

This line of argument issues finally in the claim that, unlike the physical world, experience is not real: it just seems to be so. What we are describing, when we think we are describing our experience, are the workings of the "virtual machine". You find this hard to imagine? So do I, but Dennett takes the precaution of warning against mistaking a failure of imagination for an insight into necessity".

A theory of this general kind has powerful attractions. Consciousness finds a place in the physical world, and the study of its evolution enters the legitimate realm of science. Is there a price to be paid? Dennett warns that our sense of mystery and miracle about the phenomena of mind — though not necessarily of wonder — will be destroyed if we accept his theory.

This book does not offer an easy introduction to its subject: it is highly polemical and often demanding. Nevertheless, those intrigued by consciousness should put their sense of mystery to the test of this engaging onslaught. I am keen to risk a second brush with these subversive memes.

**Dr Zeman is a neurologist**

## Quoth Isaiah the prophet

Matthew d'Ancona



CONVERSATIONS WITH  
ISAIAH BERLIN  
By Ramin Jahanbegloo  
Peter Halban, £17.95

eternal verities. But, says Berlin, witteringly, he is not so privileged.

Fanatics of all stripes appeal him. He recalls with horror seeing the blanched face of a Russian soldier dragged to his death by revolutionaries in 1917, two years before the young Isaiah's family moved to England: a vivid image which, he says, has always underpinned his hatred of violence.

But if there are no universal truths, how can we believe in the moral safety net of human rights?

He admires the pluralism of Herder and Vico, but Hegel's ideas strike him as "a dark, deep cave of Polyphemus, from which few return". Some fortunates may have been granted the metaphysical eye giving them access to

## Crisis? Oh yes, that IMF crisis

Peter Riddell

GOODBYE GREAT BRITAIN  
The 1976 IMF Crisis  
By Kathleen Burk and Alec Cairncross  
Yale University Press, £19.95

went to the IMF, who said he was sure the British were bugging his phone at his London hotel. That did not, however, do the British side much good.

Reading the book as a journalist

**T**he 1976 International Monetary Fund crisis has come to be seen as a turning-point in post-war economic management, when Keynesianism was replaced by monetarism and when the foundations were laid for Thatcherism. It was not nearly as straightforward as that in practice. But the myths of what happened in 1976 have been highly influential.

This account by Kathleen Burk and Sir Alec Cairncross is ultimately unsatisfactory. They have been assiduous in their reporting and analysis, but have failed to establish the full significance of 1976 in the light either of what happened before or what has occurred subsequently.

Mrs Burk has supplemented existing secondary sources with revealing interviews with key officials involved, notably Sir Derek Mitchell and Sir William Ryte (of the Treasury), Sir Alan Whitemore (then the chief IMF negotiator), and Karl-Otto Pohl, then at the finance ministry in Bonn.

Pohl reports on a conversation with Whitemore, a former senior Bank of England official before he

direct impact on output or employment, certainly not the feared deflationary squeeze, since activity recovered in 1977-1978. But that does not mean they were unnecessary: the markets and foreign governments were worried that past errors could be repeated.

Healey's letter of intent to the IMF provided a policy framework against which future policies would be judged. The authors are therefore wrong to argue that "the visit of the IMF mission and the agreement made no lasting change either in government or in followers, neither in expectations nor, in due course, in activities".

Sir Alec's claim that "apart from the continued issue of monetary targets (which were rarely hit), economic policy in the last years of the Labour government differed little from what it had been before the arrival of the IMF" is misleading. Not only did Labour leaders accept the need to contain public spending, but the publication of monetary targets itself imposed a discipline which led in autumn 1977 to the uncapping of sterling and in 1978 to increases in interest rates.

The Callaghan government

ended in tears because of the breakdown of incomes policy and there was no conversion by the Labour party (or even the Treasury) to monetarism. But the IMF crisis formalised a shift in policy which was taken forward by Mrs Thatcher. It was both necessary and a turning point.

These lengthy and wide-ranging conversations have the same zest of quality. There is much to be learned here about Berlin's career, his long relationship with Oxford, and the dramatics of his life, which have included Pasternak, Akhmatova, Stravinsky and Auden. Imae too, Leo Strauss trying to persuade the increasingly secular Berlin that absolute truth existed; or Churchill's reaction when the composer Irving Berlin turned up for a luncheon briefing on American politics instead of

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# Duke of boots, but no bad hat

Michael Carver on a military portrait of Wellington, who called his men 'the scum of the earth' and despised reform, yet whose ideas and example still inspire the army's conservative ethos

**B**ooks about Wellington or Waterloo or the Peninsular War appear year after year. What is there new to say? Nothing, of course: such reams have been written. The Duke complained about it in his lifetime. Listing the sources takes seven pages. So the success of yet another concoction depends on the mixture, and Lawrence James proves an excellent literary and historical cook.

Although he calls his book a military biography, he does not go into great detail about the battles. He gives clear outlines, sufficient to enable the reader to understand the main features. Regrettably almost all his explanatory diagrams lack an indication of the points of the compass. He sets out to provide a picture of Wellington himself, of his character, of his military and diplomatic skills and methods: of the political and military background to his career, and of the nature of the forces he commanded and opposed.

The paint he applies to his canvas is derived from an extensive use of a wide range of original sources, brushed in in the form of brief quotations. His is an impressionist, at times almost a pointillist, form of work. It is backed by meticulous referencing, which unfortunately does not extend to the few quotations from French sources.

In the earlier part of the book, before the familiar story of the Peninsular War is unfolded, the author at times confuses the reader when he attempts to paint the general background to events before the story has got as far as the events themselves. But the Iron Duke's characteristics are well described: his no-nonsense pragmatism; his down-to-earth common sense; his attention to detail and insistence on seeing to everything himself; his careful husbanding of resources, human and material; his tolerant cynicism,

brought by occasional outbursts of anger, especially at incompetence or idleness in his subordinates; his cautious generalship.

All these somewhat negative attributes were enriched by the sharpness of his mind, rapidity of decision and resolve action on the battlefield. He saw clearly, and immediately the essentials of the problem, whether tactical, strategic or diplomatic. He was not easily fooled by anybody or anything. He was a realist to the core.

This reinforced and was rein-

**THE IRON DUKE**  
A Military Biography  
of Wellington  
By Lawrence James  
Weidenfeld & Nicolson, £20

forced by his conservatism. He did not believe in anything 'new-fangled', and deeply distrusted any-fairy ideas put forward by reformers of any kind. Not for him theories of war. One dealt with the immediate problem as best one could with what one had to hand. His ingrained conservatism had a baneful influence on the army after Waterloo. It must be held largely responsible for the fact that the army in the Crimea, 41 years later, was still organised as it had been at Waterloo and fought in the same way under the command of Lord Raglan, who had been the duke's aide-de-camp in that battle.

**L**awrence James paints the familiar picture with skill at a length which will be popular with many readers. He does not indulge in speculation as to how it was that Wellington acquired these characteristics. It was in India that he developed them into the mould which became so familiar in Portugal and Spain. But he was

Field-Marshal Lord Carver is a former chief of the defence staff and a military historian

## Georgian gossip from Dublin town

Aisling Foster

**LETTERS FROM GEORGIAN IRELAND**  
The Correspondence of Mary Delany 1731-68  
Edited by Angelique Day  
*The Friar's Bush Press*, £17.50

Notwithstanding which, he fought upon his stumps."

The Delanys were quickly drawn into Dublin Castle life, the Big House world. As the editor notes, the English Mrs Delany does not seem to have taken much interest in "the traditions of the local inhabitants". Nor does she appear to have made much contact with the natives in her own house. Servants were often recruited on the couple's three-year visits to England and Mr Delany's nieces were given positions in the household. Nonetheless, the writer is sympathetic to the poverty of her adopted country. When England's trade laws threaten to ruin the

Irish cloth industry, she makes a point of dressing in Irish fabrics, proudly claiming to have set a fashion in Dublin Castle.

Yet the Penal Laws were still in force, if only nominally, forbidding Catholics to own land, enter parliament or hold public office. It is interesting to read of a new friend, Miss Crilly, a nun: "I don't call upon her so often as I should like to, as people are so offended here if they run across a nun." Dean Delany's own religious duties seem light, though his wife makes constant reference to the hard work he undertakes during his summer visit to Down.

There were compensations, particularly in the conversion of the McDermots, two Catholic sisters: "What they most stuck at was transubstantiation, but I believe they have been thoroughly convinced of their error in that point."

Religion does not impinge much on daily life. The pursuit of pleasure, beauty, learning and debate are motivating factors in the Delany household, though the

writer is resolutely unintellectual. Recounting an evening with a bluestocking who fluently translated the *Hizl*, she notes that so much learning may have "taken her off from an attention to little pollinations of behaviour that are very becoming to all ages".

Education is taken seriously, and children are greatly indulged, often to the disapproval of the childless Mrs Delany. She is baffled by the self-exile of a Mrs Hamilton to Finglas to be near a good day-school for her son.

Reading such nuggets, one becomes even more aware of the book's lack of even the most rudimentary biographical section. Sybil Connolly's introduction (sublimely smug, like Mrs Delany herself) seems to suggest that this collection is designed as no more than a pretty book to be dipped into at bedtime. If so, it is a missed opportunity.

"Between friends", notes Mrs Delany, "no circumstance is ever trivial". One sometimes wonders whether her correspondents felt a sinking of the heart at yet one more relentlessly cheery account of the gardening, painting, chaircover embroidery or the ordering of a silver tureen (inexplicably glossed as "earthenware"). But tiresome as she sometimes is, such details become bizarrely riveting with the simple passage of time.

## Transfigured night of Ulster

**D**avid Park's *The Healing* deserves to be numbered among the finest first novels of this or any other year. The author, a 38-year-old teacher of English at a mixed grammar school, has virtually no links with other writers in Northern Ireland. His only previous work was a superb collection of short stories, *Oranges from Spain*, which appeared two years ago. Taken together, these two books represent a literary transfiguration of the horror. Park's writing is part of the resistance to fear and brutalisation which terrorism has unintentionally produced.

*The Healing*, as its title implies, is concerned with the unseen wounds inflicted by political murder: a boy sees the shooting of his father, a part-time soldier; a devout father finds that his son is a terrorist. How do flesh and blood bear such suffering? Park's answer is, like the culture of the Ulster Protestants from which he springs, theological. Unlike their politicians, he can make their mentality comprehensible, even likable. He explores what might crudely be called the metaphysical problem of communal evil.

He does this through the eerie silence of Samuel, the child struck dumb by sorrow, and the prayers for deliverance of Mr Ellison, the old man who has kept in ledgers newspaper cuttings of every terrorist victim, and whose messianic hopes for the province are vested in Samuel. Those hopes are, of course, destined to be dashed. Samuel must heal himself; he cannot help Mr Ellison. The latter and his son Billy move towards their sacrificial fate as Abraham and Isaac, but minus divine intervention. Kierkegaard would have approved.



By David Park

*Jonathan Cape*, £13.99

to leave Belfast and return home: "It's not us that have anything to be ashamed of, it's not us that need to hide our faces from the world."

By focusing on the unfashionable plight of the families linked to the security forces, Park risks accusations of a hidden loyalist agenda. Such charges would be unjust. In his stories Park looked at the problem from every point of view: Catholic as well as Protestant, the joyrider and the urchin who shouts abuse at a dying soldier. *The Healing* does not seek to assign blame for the troubles. Park's subject is the human condition, refracted through the prism of a province martyred by its own sons.

## Guillotining goes like clockwork

Christina Koning

**A CASE OF CURIOSITIES**



By Ethan Canin  
*Hamish Hamilton*, £9.99

BLUE RIVER  
By Ethan Canin  
*Picador*, £13.99

Jessy muttering 'Why? Why?' The second important deficiency in the work is, if anything, more serious, because it is harder to correct. The depiction of character

can be worked on, but a bad style is something you cannot do much about. And, for all its ostentatious erudition, this is a badly written book, displaying its author's deafness to language on every page.

Kurzweil's writing mixes around phrase-making with anachronistic colloquialism in a way that is often unintentionally hilarious. Characters "chomp" their way through the courses of a banquet; they are "in shock" at bad news; they are *au fait* with "dress codes", "diapers" and "tearjerkers". Of course, it would be unreasonable to expect the author to be able to reproduce the elegant austerities of 18th-century prose in what is, after all, no more than a contemporary *Billingsgeman* in fancy dress. But it is hard not to be reminded, when confronted with this down-

market *Candide*, this Hollywood pastiche of *Le Rouge et Le Noir*, of how much better the real thing can be.

The only thing that links Ethan Canin's first novel, *Blue River*, to Kurzweil's book is no more than a coincidence: the central character of each is a deformed hand. Whether this is an incidental detail or symbolically significant is left, in Canin's book at least, for

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A PLAY IN FIVE ACTS

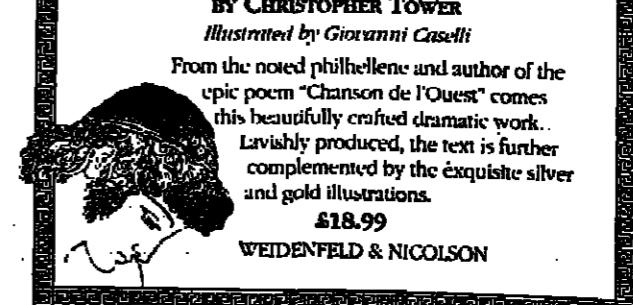
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Illustrated by Giovanni Caselli

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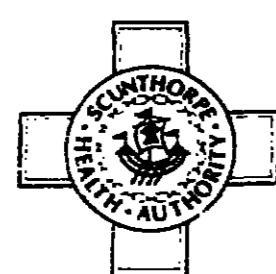
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Application form and information package are obtainable from John McGorrigan, Director of Quality and Consumerism, Trent House, Hebburn Road, Scunthorpe DN15 8DT. Tel: (0724) 282282 ext. 3737 to whom application forms should be returned by Friday 20th March 1992.

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This is a new position reporting to the Director - Sales and Marketing with a brief to develop appropriate marketing plans for the countries in which they operate. Initially the emphasis will be on researching market needs and implementing appropriate communications strategies. Your role will have a major impact on the future planned growth of my client's business.

A professional marketer with a degree, you will already have substantial experience in the Life Assurance and Financial Services market, ideally with international exposure. You will also need to demonstrate your application of marketing to achieve successful growth of a range of products.

This is an outstanding opportunity to develop an international career with a high profile organisation. It demands an individual who can act independently, and with maturity, within a team environment and who is confident of being measured against their personal contribution.

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International travel will be a feature of both roles, in particular for the Legal Manager, and thus language skills, although not essential, would be a definite advantage. In addition to an excellent remuneration and benefits package my client is offering relocation expenses, where appropriate, to their offices in the South of England.

Please write to me, Murray Fraser, Director, Macmillan Davies, Colston Centre, Colston Street, Bristol, BS1 4UX, tel. (0272) 251351 quoting reference MD2702M (Marketing Manager) or MD2702L (Legal Manager).



### Legal Manager

c.£45K plus car

This new and innovative role, reporting to the Director - Business Development will provide the legal support necessary to assure entry to, and establishment in, new territories. There will be substantial involvement in feasibility studies and new product development necessitating an exceptionally high calibre professional capable of rapidly grasping the essentials of the legal system in the relevant country.

You are likely to be a qualified lawyer, possibly in practice or already in a blue-chip commercial environment. You must have substantial experience of financial services products and have an ability to explain complex issues in layman's terms.

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- Commercial and Finance
- Health
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The Company markets a wide range of solutions-based application software on proprietary and Unix hardware.

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We are seeking an experienced professional, a graduate aged 28 plus with sound demonstrable business and personnel credentials, gained in an operational role with, preferably, a specialised background at some stage in his or her career. This is a broad role with many challenges in a dynamic and highly competitive industry which is results and profit focused.

Please send your CV to John Paterson, Personnel Director, McDonnell Douglas Information Systems Limited, Boundary Way, Hemel Hempstead, Herts HP2 7HU. Tel: 0442 274022 Fax 0442 212473.

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#### Channel Programmes Manager

You will play a key role in developing the channel distribution strategy, using both internal and external resources, as well as defining the long term strategy in the changing software market.

Ideally aged 26-35 with a marketing degree and 4 years experience, you will have a thorough understanding of both channel marketing through distribution channels and classical marketing skills (possibly gained outside the IT sector).

#### Product Manager - Upgrades

In this high profile role, your brief will be to product manage Microsoft upgrades.

You will be a successful results orientated marketer, with the ability to implement effective, creative direct marketing programmes.

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The requirement is for an experienced Project Director and one or more Site Managers to run these prestigious projects in an interesting and challenging country.

**PROJECT DIRECTOR**

The Project Director will be responsible for the day to day running of the projects ensuring their completion on time, to budget and to specification through installation and commissioning to handover to the customer. The successful candidate will also be responsible for all local engineering resources - Civil, Mechanical and Electrical.

The ideal person will come to the project with a good knowledge of South East Asia coupled with considerable experience of running projects both commercially and technically, preferably in the power generation field. 23321/ST.

Interested candidates should submit a comprehensive career resume quoting the reference number indicated. The confidentiality of all approaches is strictly guaranteed.

**Overseas Package****SITE MANAGERS**

Reporting to the Project Director, the Site Managers will be responsible for the day to day operation of the site, co-ordinating and supervising all site personnel to ensure that the build and commissioning stages of the project are completed on time, to programme specification and budget.

It is essential that the candidate has a good knowledge of overseas contracts and preferably, experience in South East Asia. Demonstrable site experience is required together with a hands-on approach to co-ordination and supervision. 23322/ST.

Varley Walker & Partners, St. James House, 17 Horsefair, Birmingham B1 1DB. Tel: 021-622 1133. Fax: 021-666 6955.

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**Hutchison Telecom**

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With a minimum of 5 years' successful sales within the Corporate Account Market, the successful candidate must be able to demonstrate substantial experience of the Paging/Telecommunications industry.

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Closing date for applications 20th March 1992.  
NO AGENCIES please.

## IT Group Manager

As a well established PLC Group, our client has built a reputation as one of the UK's leading industrial distributors to the construction and manufacturing industries.

A further £3m investment in IT requires the strengthening of Group Information Systems Management. Reporting to the PLC board, this position carries responsibility for the strategic development and implementation of systems and networks across all group companies.

Your background should include at least five years' experience of managing a business focused IT department, ideally gained within a multi-site distribution or manufacturing environment. You should possess strong business acumen together with a sound understanding of systems development, networking and voice communications. Knowledge of Data General systems and distribution related software applications would be advantageous.

This is a high profile position offering an excellent opportunity to make a major impact on the business.

To apply, please send a comprehensive CV, including current salary details, to Steve O'Brien quoting reference MD2929, at Macmillan Davies Consultants, Salisbury House, Bluecoats, Hertford, Herts SG14 1PU. Tel: (0992) 552552.

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- As one of the leading firms in the professional services industry, Ernst & Young Management Consultants is continuing to grow through providing innovative business solutions to leading institutions.

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- In order to strengthen our resources to meet client demand we are currently recruiting:-

- A Security Specialist with a proven record of achievement in security management or consultancy. IBM mainframe system security experience is highly desirable.

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- If you are currently working for a consultancy, multinational corporation or bank and are looking for the opportunity to build your expertise, apply in confidence to Emma Hunt, Human Resource Manager, Ernst & Young Management Consultants, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH, quoting reference number ITM24.

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Salary c£45k

The remuneration package offered is of the high standard expected of a forward thinking Trust and is flexible enough to allow for salary provision to Clinician level in certain cases.

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With the vision and understanding to lead and direct the Centre's activities through times of change, you will be a decisive leader, who works through people, and can demonstrate the determination and enthusiasm to achieve the Centre's strategic objectives.

Management experience gained within a complex and fast-moving organisation will complement your understanding of the UK healthcare system and the issues affecting the delivery of care to patients suffering from cancer.

The area of Wirral itself is a benefit, as an attractive peninsula with a thriving community and offering a rich diversity of settings from village harbours to open countryside to busy towns.

If you would like to discuss the post further, or arrange a visit to the Centre, please contact either Mrs. Brenda Dowding, Chairman, or Professor Ross Sealy, our current Chief Executive. Tel: 051-334 4000 ext. 4098.

Further information is available from Nicola Bering, Personnel Manager, Clatterbridge Centre for Oncology, Bebbington Road, Wirral L63 4JY. Tel: 051-334 4000 ext. 4183. Application by CV to arrive no later than 31st March 1992. Provisional interview dates: 27th and 28th April 1992.

**Clatterbridge Centre for Oncology**

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- Branch General Managers responsible for bottom line performance
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- \* University Graduates or similar
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All replies, which will be treated in strict confidence, must be sent through The Welbeck Group, Panton House, 25 Haymarket, London SW1Y 4EN

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Green field opportunity for an ambitious sales and marketing biased general manager to build a new business. Integrate enabling technologies to create accelerated growth in established markets.

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- ◆ Full profit responsibility for building a multi-million business. Reports to Chief Executive.
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Flexible UK Location

- ◆ Recruit and manage a small specialist team which can be expected to grow substantially.

**QUALIFICATIONS**

- ◆ Marketing and sales experience in a pioneering IT environment ideally success in a large, well established company and a smaller, entrepreneurial business.
- ◆ Knowledge of document/image processing systems/integration an advantage.
- ◆ Graduate calibre, probably 30-40. Vision, drive and commercial acumen. Management and leadership skills.

Please write, enclosing full cv, Ref SL1077  
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Slough, SL1 2ER

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Outstanding opportunity to restructure contract purchasing function in this major, fast moving and responsive service business. Quality and VFM initiatives have focused on the need for sophisticated new contracting procedures. This is a key position with significant career potential.

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- ◆ Formulate and negotiate on contracts of considerable financial value developing systems to monitor adherence to contractual obligations.
- ◆ Achieve highest possible quality, efficiency and profitability levels.

**QUALIFICATIONS**

- ◆ Strong general and contract management experience in large and complex organisation.
- ◆ Graduate with demonstrable planning and analytical skills able to spot and exploit commercial opportunity.
- ◆ Entrepreneurial with vision, drive and determination. First class communication skills. Dedicated quality professional.

Please reply in writing, enclosing full cv,  
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**Market Research Manager****Telecommunications**

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- ◆ Well known service oriented organisation spanning business to business and consumer markets.
- ◆ Marketing driven. Strong management team. Substantial investment programme.
- ◆ Young dynamic culture. Committed to quality.

**THE POSITION**

- ◆ Full responsibility for developing business enhancing research information and analysis. Reports to the Head of Marketing Planning.
- ◆ Initiate ad hoc and continuous projects including: image and awareness studies; competitive positioning; market investigations; marcoms tracking.

**QUALIFICATIONS**

- ◆ Manage agency output. Control budgets.
- ◆ In-depth experience of business to business and consumer market research. Consumer electronics exposure an advantage.
- ◆ Background in independent agency controlling major accounts and budgets. Broad qualitative and quantitative research expertise.
- ◆ Excellent communication and presentation skills. Able project manager. Business focused, creative and flexible. Graduate aged 28-35.

Please write, enclosing full cv, Ref SL1076  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL1 2ER

S E L E C T I O N

N

BIRMINGHAM • 021 233 4656 • LONDON • 071 493 6392 • ABERDEEN • 0224 638080  
MANCHESTER • 0625 539953 • BRISTOL • 0272 291142 • GLASGOW • 041 204 4334

South East

**Head of Manufacturing Operations**  
Food Industry

c £35,000, bonus, car

North West

**Howgate Sable**

This is an exciting and demanding opportunity to make a significant impact in a company that has ambitious growth plans. With a £10M worldwide turnover, and increasing rapidly the company, which employs approximately 150, manufacturers a range of niche products both branded and own label for a wide range of customers including the major multiples. Commitment to growth and product excellence has brought about a major management re-structure with this appointment being key to the future plans.

Reporting to the Managing Director, responsibilities are for developing and controlling the total manufacturing strategy as well as directing day to day activities from production planning through to the final distribution of finished product.

Aged around 35 and ideally with a food technology background, candidates will have well developed management skills gained in a professional organisation, almost certainly related to the bottling or food canning industries. The ability to operate to short production time scales, reacting to customer and product demands is essential. Strong organisational and planning skills with the ability to operate in an environment where lines of communication and control are very direct are paramount.

An excellent benefits package is offered with future opportunities only limited by personal ambition and drive.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-833 2000 quoting reference. (S.T. 583C).



EXECUTIVE SEARCH AND SELECTION

**Managing Director**  
**Specialist Leisure Group**

to £50,000 + Outstanding Incentives

Midlands

An exceptional young leisure or catering industry professional is needed to drive the development of a large scale multi-site leisure chain. Opportunity for marketing and financial flair to make a real impact and be rewarded for results.

**THE COMPANY**

- ◆ British subsidiary of U.S. leisure group. Financially strong, highly profitable and well established.
- ◆ Owns and operates major specialist leisure centres, throughout the UK. £12m turnover.
- ◆ Exciting growth opportunities both organically and through acquisitions.

**THE POSITION**

- ◆ Great autonomy and full profit responsibility. Reporting to Group President in USA.
- ◆ Lead and motivate substantial staff through hand-picked unit managers.

- ◆ Spearhead development and enhance range of peripheral revenue earning services.

**QUALIFICATIONS**

- ◆ Fast track general manager with first class training from blue chip services group.
- ◆ Exceptional record for delivering added value in a multi-site, rapid turnover food, drink or leisure business.
- ◆ Financial acumen, entrepreneurial flair, marketing mentality.

Please write, enclosing full cv, Ref BL1070  
NBS, Bennetts Court, 6 Bennetts Hill,  
Birmingham, B2 5STBIRMINGHAM • 021 233 4656  
LONDON • 071 493 6392 • SLOUGH • 0753 819227 • MANCHESTER • 0625 539953  
BRISTOL • 0272 291142 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080**BUSINESS AGAINST DRUGS**  
**Executive Director****Top Salary**

Central London

Commercial and financial responsibility for a newly established, pioneering national Charity. Provides a forum for education and cooperation between existing organisations dealing with the problems of drug, alcohol and chemical abuse and the business world. Impressive headway already made in funding projects and promoting awareness.

**THE POSITION**

- ◆ A new position reporting to the Trustees. Responsible for developing and managing an administrative office to support the Charity's strategic initiatives.
- ◆ Market educational and training material and programmes aimed at the business world.
- ◆ Liaison at top level with international charities, organisations and governments to promote cooperation and raise awareness.

**QUALIFICATIONS**

- ◆ Proven success at senior management level in the public or private sector.
- ◆ Strong financial skills are essential. Accountancy qualification preferred.
- ◆ An achiever with the energy and motivation to sell this important "product".
- ◆ Confident communicator with the stature to deal at all levels on an international scale.

Please reply with HAND WRITTEN letter,  
enclosing full cv.Reference SL1074  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL1 2ERSLOUGH • 0753 819227  
LONDON • 071 493 6392 • BIRMINGHAM • 021 233 4656 • BRISTOL • 0272 291142  
MANCHESTER • 0625 539953 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080**I.S. Projects Manager****Wholesaling, Retailing and Distribution**

c. £40,000 + Bonus

2 Year Contract - Dubai

High profile opportunity for an IT professional to lead change from the centre in multiple Middle Eastern operations for a major international group.

**THE COMPANY**

- ◆ Multi-billion turnover FTSE 100 company.
- ◆ Focused on wholesaling, retailing and distribution.
- ◆ Impressive growth internationally.

**THE POSITION**

- ◆ Head a project team to evaluate and implement a wide range of system upgrades across the region. Reports to Group Systems Manager.
- ◆ Produce feasibility studies, functional specifications and budgets; manage installations and acceptance testing. Build a project team.
- ◆ Work with local IT staff and senior management to drive change and optimise individual business performance.

Ensure compliance with group strategy.  
**QUALIFICATIONS**

- ◆ Proven experience of information systems development and implementation management, including MIS, financial and EPOS applications.
- ◆ Graduate calibre with substantial project management expertise, ideally within a large commercial organisation.
- ◆ Profit oriented and structured approach. Line and matrix management skills. Change agent.

Please write, enclosing full cv, Ref SL1075  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL1 2ER

SLOUGH • 0753 819227

SPECIALIST RECRUITMENT FOR THE  
MIDDLE EAST**Head of Buying and Merchandising****Oxfordshire**

c£45,000 + car + excellent benefits

strong planning and organisational skills, and an ability to develop the right team.

To fulfil this vital role successfully, you will have had significant buying experience at a management level in a centralised multiple buying operation, and be familiar with modern merchandising techniques.

To maintain our specialist appeal you must also have good taste, creativity and a real knowledge of and enthusiasm for art, history and period styles.

As a key member of our senior management team, reporting to our managing director, you will be completely committed to the company's objectives, sharing the excitement of building a successful business, and, through our profit-sharing scheme, in the rewards. Our competitive package also includes car, pension, health insurance and relocation. And for the right individual, there is the prospect of a board appointment and equity participation.

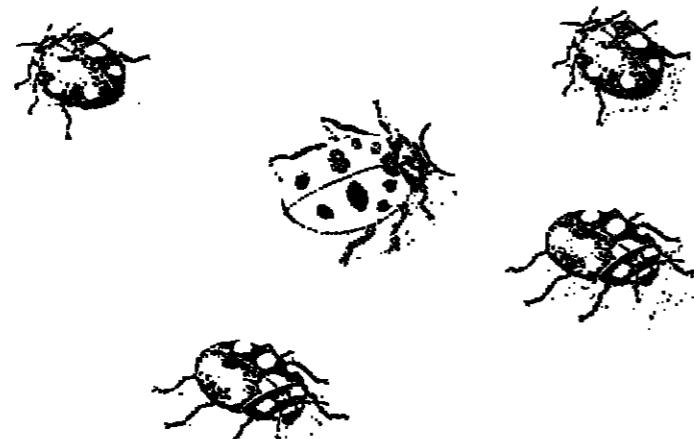
To apply, please send your CV to Carol Spencer,  
Historical Collections Plc, Wootton Business Park, Wootton,  
Abingdon OX13 6LQ.

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

# A little genius can knock spots off the competition



## CONSULTING OPPORTUNITIES IN HR

*"For professionals with flair and creativity"*

West London and Manchester £30K - 40K + Executive Car + Benefits

T.D.A. Consulting Group Ltd is a leading niche player in the Human Resource Consultancy marketplace. We are based in modern offices overlooking the Thames, near Kew, and Salford Quays in Manchester. An impressive "blue-chip" client base, and our rate of business growth means we are now seeking three additional consultants to join a highly successful and motivated team in Kew.

## A Generalist H.R. Consultant

With a minimum of five years broadly-based HR consultancy and client development experience ideally gained in an established consulting practice.  
(Ref HR 1)

## A Management Training and Development Specialist

To support the Group's 'centre of excellence' in the design and delivery of tailored management development programmes, candidates will need to be familiar with all aspects of learning technology and possess strong presentation and delivery skills.  
(Ref MD 1)

## Senior Consultant - Open Learning / Distance Learning

The requirement is for excellent technical and creative skills in the design and scripting of training, communications and learning material, together with strong interpersonal and consulting skills.  
(Ref OL 1)

**TDA**  
T.D.A. CONSULTING GROUP LIMITED  
INTERNATIONAL CONSULTANTS  
HUMAN RESOURCES • CAREER INVESTMENT SERVICES  
STRATEGIC LEARNING • CREATIVE MEDIA SERVICES  
"Thinking People, Tailored Solutions"

## BUSINESS CONSULTANTS

(Self employed status)

## Can you use your skills in Eastern Europe?

Our client is seeking to provide a range of support services to developing businesses in Central and Eastern Europe and the UK.

Working on your own initiative or joining established teams on short to medium term contracts, your specialisms will supplement and enhance the skills base of an associate network.

## CENTRAL AND EASTERN EUROPEAN projects need established consultants with the following practical experience:

- Enterprise initiatives, Business planning and appraisals, Business launch and development.
- Local economic development, and loan and equity fund administration.
- Proposal and report preparation to a standard acceptable for government and E.C. funded initiatives.

Working experience and knowledge of one or more of the countries and languages, whilst not essential, is desirable. Applicants will be graduates (or equivalent) and be able to assimilate large volumes of data and be articulate in its interpretation and presentation.

The work will be mainly overseas but you may be based anywhere in the UK.

UK BASED projects need established consultants with experience of Enterprise training initiatives, start up training needs and the introduction of BS 5750 for small to medium sized companies.

The closing date for applications is 23rd March 1992. Applications in writing only should include a full CV highlighting specific areas of expertise and an indication of work undertaken.

Please respond to Tim Hurst, Chamberlains Personnel Services, Forest House, Sherwood Drive, Bletchley, Milton Keynes MK3 6ES.

**CHAMBERLAINS**  
RECRUITMENT DIVISION

## MAJOR ACCOUNTS SALES &amp; SUPPORT

## CELLULAR SYSTEMS

It's easy to see why Nokia enjoys an advantage over competitors. The combination of major investment, impressive growth and depth technical expertise has produced unsurpassed success in the GSM and PCN cellular markets. For ambitious professionals seeking greater career challenge and rewards, our major accounts present the opportunity to join a team committed to staying ahead of the field.

## ACCOUNT MANAGER

One of the UK's most prestigious contracts, with growth potential to match, offers a skilled manager the chance to plan, build, implement and control the long-term development of business - negotiating contracts, liaison with the customer at all management levels and supervising the Project Manager and implementation team.

The role demands strong planning, negotiation and interpersonal skills, a successful track record in managing large accounts and sound cellular technology experience. A graduate engineer, possibly with a marketing qualification, you will be willing to travel and work at customer sites.

## SYSTEMS CONSULTANT

The scope of this brief reflects the sheer size of the contract. Building existing business will be just part of your responsibility - working closely with the client to develop new business approaches, you will offer full technical support to the Account Manager.

A graduate engineer with proven technical support experience in cellular technology, you will be sales/marketing orientated and willing to travel at home or overseas and work at customer sites.

Both positions, based out of our offices at Huntingdon, offer excellent negotiable salaries and benefit packages.

If you want to stand out from the crowd, please call our advising consultant, John Kiss, on (0276) 586900. Alternatively, write to him enclosing your full CV, at Kramer Westfield Recruitment Consultants, Pilgrim's Well, 437 London Road, Camberley, Surrey GU15 3HZ. Fax: (0276) 686893.

**NOKIA**  
TELECOMMUNICATIONS

EUROPE'S TALKING POINT

## Thomson Regional Newspapers

The largest provincial newspaper group in the United Kingdom with over 100 daily and weekly newspapers and employing 5500 staff, is seeking to appoint a number of

## MANAGEMENT TRAINEES

A comprehensive 18 months to 2 years training programme will be undertaken in all major functions of the newspaper business in one or more of our principle UK locations (including Aberdeen; Edinburgh; Belfast; Newcastle; Teesside; Chester; Cardiff; Derby; Northampton; Peterborough; Luton and Reading). This will be accompanied by formal management training and qualification.

This "fast track" opportunity will operate alongside our traditional, highly successful management development programmes. On completion of training, appointment into a management role with one of our companies is expected.

Applicants will be aged mid 20s to early 30s, educated to degree level or equivalent and already working in a fast moving business environment. Personal qualities will include numeracy, excellent communication skills and a sharp business awareness.

Please telephone for comprehensive details on this unique opportunity to:

Mrs Sharon Grace

Thomson Regional Newspapers

Hannah House, 39 Clarendon Road, Watford. Tel: 0923 255588 Ext: 127

## SALES MANAGER

SALES EXECUTIVES  
SYSTEMS INTEGRATION,  
DEVELOPMENT AND CONSULTANCY

Hoskyns is the largest supplier of computer services in the UK marketplace with 1991 revenues exceeding £300 million and over 3,000 employees. In 1990 Cap Gemini Sogeti became the majority shareholder of the Hoskyns Group. The combined resource of the two organisations constitutes one of the world's four largest computer groups, employing 19,000 people in the UK, Europe and North America.

We are looking for exceptional salespeople who have a proven track record of sales success in the computer services sector. You may already be selling for a major consultancy or systems house.

You will be selling the technical skills and resources of more than 3,000 talented Hoskyns people, focusing on systems integration, development and consultancy. Your client contacts will be at the highest level in major corporates, institutions and the public sector. Typical contracts are in the range of £250k to £1M.

To succeed, you must be bright, personable and ambitious, with broad applications experience. You'll need to demonstrate the skills and motivation needed to release the "log jam" of systems development opportunities which currently exist in the UK marketplace.

Product sales people will not be considered.

## SALES MANAGER - negotiable OTE + car

Located in north west England, with field sales responsibility for a growing team of salespeople. Applicants must have achieved significant sales management success in a major consultancy or systems house.

## SALES EXECUTIVES - c£50k OTE + car

Hoskyns is creating nominated account and geographic territories in the north/midlands, south east and south west. The chosen candidates will work from our offices in Manchester, London or Bristol.

All applications, quoting reference AW1022, must be addressed to Alan Williams, Sales and Management Recruiters, Sales and Marketing House, Shaw Lane, Lichfield, Staffordshire, WS13 7AA. Telephone: (0543) 418899.

**hoskyns**

NORTHWEST  
£Neg + BenefitsSOFTWARE  
PARTNERSHIP

The Software Partnership provides a wide range of software products to the Banking and Retail sector, together with consultancy, design and implementation services. Our highly prized reputation for on-line, real-time information and communications systems is reflected by a rapidly increasing turnover, now in excess of £4 million. To build on this success, both in the UK and mainland Europe, we now require a number of key Sales Professionals to develop our client base within the recently formed sp/FRANCIAL SOLUTIONS Operating Division.

## SALES &amp; MARKETING MANAGER/DIRECTOR DESIGNATE

In this senior role a relevant and proven track record in Sales Management, preferably within the Banking and Retail sector will be essential. Educated to degree level, the successful candidate will be ambitious and highly self-motivated, whilst displaying strong leadership qualities. The individual will also be responsible for the direction of the company's software products.

In return, an excellent salary and benefits package is on offer, underlining the importance attached to this position.

## SALES EXECUTIVES

Educated to degree level, with a minimum of two years' relevant experience, this represents an excellent career opportunity for ambitious Sales Professionals keen to build on their own success.

Excellent salaries and benefits are on offer, negotiable according to experience.

For further information on any of the above positions, write (enclosing full CV) to Janet Webb, Personnel Officer, The Software Partnership Limited, Wingate House, Northway, Runcorn, Cheshire WA7 2SX.

European  
Financial  
Controller

*In the world's  
financial capitals...*

Seer Technologies is one of the fastest-growing software and consulting firms, with a client list that reads like a "Who's Who" of the industry. Seer is a young US-based company with an IBM partnership agreement, earning a steady reputation as a leader in software systems development. To meet the demands of our European expansion, we are seeking an ACCA-qualified Controller to assume immediate responsibility for all financial, administrative and human resource activities.

The successful candidate will be a profit-oriented financial professional with exceptional interpersonal and communication skills. Backed up in the knowledge of the requirements of American multi-national companies is essential.

In the rapid growth environment, the Controller will establish and implement policy in all financial matters including accounting, banking relationships, foreign exchange management and compliance with U.S. EC and national statutory requirements. He will also exercise control of the administrative and human resources areas. Some travel will be required; knowledge of other European languages is desirable.

Seer Technologies is a joint venture of IBM and Credit Suisse - First Boston Corporation. We offer an excellent remuneration package with comprehensive benefits including stock purchase options.

For immediate, confidential consideration, mail or fax detailed CV and salary history.

*Interviews will be held*

*around March 19/20*

*in London*

**SEER Technologies**

*The Systems Development Company*

Seer Technologies, Inc. is an equal opportunity employer.

## Alcadesa. 2,000-acre leisure marketing opportunity

This summer will see the completion of phase 1 of Alcadesa - one of the largest, most ambitious leisure residential projects on the Costa del Sol.

## Sales &amp; Marketing Manager

Spanish based, salary negotiable

Alcadesa Costan Agromar SA is a joint venture between Costan Group of the UK and the Spanish construction group Agromar. We now seek a marketing strategist and sales manager in their early 30s, capable of fully exploiting the development's potential.

Success will be based on an in-depth understanding of the Costa del Sol leisure/residential property market, accurate forecasting, costing and pricing + achieved through innovative marketing, sales determination and international team leadership + ensured by a continuous process of strategic review and development.

European marketing and property/leisure development experience within a blue chip company needs to be backed by fluency in Spanish, a degree level education, MBA or degree in Marketing, and the energy, enthusiasm and will to succeed.

The salary and benefits package is negotiable, but will reflect the value we place on success in this vital senior role. Relocation assistance will be provided if appropriate.

Please send CV and full details to the Group Personnel Director at Costan Group PLC, 111 Westminster Bridge Road, London SE1 7UE, UK.

Costan is an equal opportunity employer.

**COSTAIN GROUP**

INTERNATIONAL ENGINEERING CONSTRUCTION MINING & PROPERTY

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

# Regional Sales Managers

## Energy Distribution

### Attractive Salary + Benefits

Fast growing, young, entrepreneurial company, the leading distributor of energy products in its sector, seeks two Regional Sales Managers (North and South). These are challenging, high profile roles and will appeal to successful, ambitious sales professionals looking for accelerated career progression.

**THE COMPANY**

- ◆ Dynamic and profitable. Supplier of energy products to UK market. Commitment to quality service. Strong customer orientated culture.
- ◆ Nationwide delivery capability. Direct sales and comprehensive distributor/dealer network.
- ◆ Strongly positioned for further growth and increase in market share. Substantial investment available.

**THE POSITIONS**

- ◆ Lead sales effort. Work closely with marketing.
- ◆ Motivate and expand a very successful sales force, highly respected throughout the industry.

SENTRON

### Rural East Midlands

- ◆ Maintain relationships at senior levels with key distributors and direct customers. Play major role in new client development.
- ◆ Qualifications
- ◆ Proven track record in sales/sales management, ideally gained within oil/energy company or other blue chip organisation.
- ◆ Significant experience of selling through distributor/dealer networks essential.
- ◆ Team player, energetic, with presence and credibility. Ideally a graduate, probably aged 25-32.

To apply please write enclosing full cv, Reference L1079  
NB Selection Limited,  
54 Jermyn Street, London SW1Y 6LX  
Tel: 071-493 6392 Fax 071-409 1786

## At the heart of the nuclear industry

# Programme Manager

### Decommissioning and Radioactive Waste Central London

**£17,678 - £24,421**

One of the key issues of the atomic power industry today is how best to decommission reactors and manage radioactive waste. By managing the Department of Energy's decommissioning and radwaste operational and R&D programmes, the Atomic Energy Technical Unit (AETU) is taking practical steps to maintain and improve standards in this important area.

The scope of the AETU is both national and international. As a Programme Manager you will oversee the contracting out of important operational and R&D work on decommissioning, radioactive waste management, transportation and reprocessing and a wide variety of other issues.

Ideally professionally qualified, you should be a science or engineering graduate with several years in the nuclear industry. This should include specific experience of decommissioning or radioactive waste management and knowledge of the most up-to-date techniques. Proven project management skills are a must, along with the

maturity and credibility to deal with people in industry, contractor organisations and government at all levels.

Starting salary will be in the range £17,678 - £24,421, depending on experience, with further increments up to £28,273, depending on performance.

For further details and an application form (to be returned by 3 April 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours) or fax (0256) 846660 (24 hours). Please quote ref: B1506.

*The Department of Energy is an equal opportunity employer*



## PROCUREMENT DIRECTOR

(To £50,000 + Benefits)  
WEST LONDON

Our client, a major multi-national corporation which ranks among the world's leaders in its industry, seeks a fully seasoned procurement and materials management professional. The corporation has committed to and is emphasising the strategic and business roles of the function. This has resulted in widening the horizon and scope of procurement thinking practice and behaviour into all spend. This new, senior level position is part of a proactive role change and will ensure that the function adds substantial value to the corporation.

The successful candidate will possess:

- Extensive professional procurement and business management expertise;
- High level of strategic procurement knowledge;
- Ability to develop innovative and new approaches to existing spend areas;

GAIL PYRAH &amp; ASSOCIATES

- Proven record of implementing leading edge concepts and practices;
- Ability to work with a variety of country cultures in a matrix management organisation;
- An 'open' and iterative personal style capable of effectively practising both process and task management techniques individually and in teams;
- International travel mobility and international commercial expertise.

Our client offers an outstanding compensation package including excellent salary (to £50,000), company car, bonus, stock options and a comprehensive benefits programme.

If you meet the above requirements, please apply in writing enclosing a full Curriculum Vitae, including details of present salary and benefits to Gail Pyrah, Gail Pyrah & Associates, Suite 24, Marina Court, Castle Street, Hull HU1 1TJ. Telephone: (0482) 586626.

## CAN YOU RUN A £40m SOFTWARE HOUSE?

Our client, based in London, and part of a multi billion pound commercial Group is itself split into a number of operating divisions. The Head of their Systems division has now been promoted to a more senior position within the main Group thus creating a need for a Technically Experienced and Commercially Orientated businessman to replace him.

As head of the flag ship division you will have full "bottom line" accountability. In addition to taking full responsibility for both the strategic and operative aspects of your own unit you will, in due course, be expected to play a key part in the overall management of the Company as a member of the Board.

Applicants, Male or Female should apply with full career details to:

Strategic Resource Solutions,  
St. Mary's House,  
16-20 High Street,  
Maidenhead, Berkshire, SL6 1QH.  
Tel. 0628 778455.

STRATEGIC RESOURCE SOLUTIONS

SE21411

## Regional General Manager

**£47,000 plus Bonus, Car and Benefits**

Leeds

The National Rivers Authority is the strongest environmental protection agency in Europe, improving all aspects of the water environment in England and Wales. The Yorkshire region, serving some 4.5m people, has over 1700km of main river, 150km of coastline and a wide variety of country from uplands to large areas below sea level.

The Regional General Manager, reporting to the NRA's Operations Director and advised by an effective regional committee structure, has the complete general management role in respect of the region's 600 employees - managers, scientists, staff and operatives with very diverse skills and functions.

The effective implementation of the policy objectives of the NRA, while taking full cognisance of local need, requires the development of a first-rate management team to achieve objectives to planned time, cost and quality standards.

Aged over 35, with a good degree and further relevant professional qualifications, you will need to be either a general manager or at director-level within a large-scale private sector company or public sector operation. Key qualities will include management expertise, exceptional communication skills, and the drive and vision to achieve progress within a strategic development framework.

In return you will receive a good level of remuneration, have a high visibility management role and make a strategic contribution to the protection and improvement of the water environment in the Yorkshire region. The NRA is an equal opportunities employer.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (ST. 6396).

**Howgate Sable**

EXECUTIVE SEARCH AND SELECTION



## THE NeXT REVOLUTION Your part in the legend



Steve Jobs has probably had more influence on the way we work today than any other individual in the industry. Recently we announced that our revenues worldwide for 1991 increased 443% over those of 1990, exceeding \$1.27 million for the year.

NeXT Computer UK has entered Phase Two of an aggressive growth strategy to increase market share in the Professional Workstation Sector specifically in the City based Financial and Legal markets. We require the best expertise available within the UNIX Industry. People who are top achievers in their field, who are competitive, energetic and who can help make the NeXT Vision a reality.

NeXT Computer UK is a team who share a vision for the future; individual contribution to the overall success of the business is very high.

Working conditions are demanding and challenging, but rewarding as you would expect.

**ACCOUNT MANAGERS**  
£70,000+ OTE (open-ended)

**CHANNELS MANAGER**  
c.£85,000

**TECHNICAL MANAGER**  
c.£68,000

**SYSTEMS ENGINEER**  
c.£50,000

**SYSTEM INTEGRATOR**  
c.£30,000

All positions offer comprehensive benefits packages including stock options and where appropriate a car.

Call now or fax your CV immediately to our Recruiting Consultants, Michael Clayton or Carol Morley at OutSource International, Cedar House, Cedar Lane, Frimley, Surrey GU16 5HY. Telephone (0276) 676222 Fax (0276) 676227. Will all interested recruitment agencies please apply to OutSource International direct.

## DIRECTOR OF LEISURE AND TOURIST SERVICES

**£40,000 + car**

Bath City Council seeks a Director of Leisure and Tourist Services to succeed Denis Easterby on his retirement.

The job is one of the most challenging and demanding in local authority leisure and tourism. The Director is a key member of the Council's management team and accountable for a portfolio that includes leisure, tourism, sports facilities, arts provision and marketing. The remit includes internationally renowned facilities such as the Roman Baths and the Pump Room. Bath's position as a magnet for tourists and visitors, together with the need to provide community-based services, guarantees interesting and challenging work.

Candidates must demonstrate clearly an ability to share in the corporate management of the Council as a whole; understand the complex, and often conflicting, needs of leisure and tourism in Bath; deliver services in a local government context that is, because of its national and international significance, particularly exposed; manage a cost effective group of services.

The salary is c.£40,000, plus the usual benefits, including a car and relocation package. For further details please contact:

Bath  
City Council

John Smith Succession Planning Associates  
26 Chapter Street London SW1P 4ND.  
Tel: 071-834 8199, Fax: 071-834 9642.

**SPA**  
SUCCESION  
PLANNING  
ASSOCIATES

## DIRECTORS SEEKING A NEW ROLE? Maximise your potential in tomorrow's employment market

Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities.

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Telephone: Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation

Landsec House, 19 Charing Cross Road  
London WC2H 0ES  
Tel: 071-930 5041 Fax: 071-930 5048

INTER EXEC PLC - means much more

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

**MANAGING DIRECTOR****KEY LIFE ASSURANCE INDUSTRY POST****Top level remuneration**

Origo Services Ltd was established in 1989 by 20 UK life companies to help intermediaries gain the benefits of using technology. The benefits of this are increased efficiency, therefore providing improved customer service and greater sales opportunities.

The current Managing Director is on secondment from one of the sponsoring companies and is returning, after three successful years in which Origo has been established and accepted in the market. The role of the new Managing Director is to build on this foundation and establish the company in a major position of importance to the life assurance industry and, especially, in the distribution channels throughout the UK.



Candidates will be IT literate with a good knowledge of the IFA and intermediary market, and will see this as an ideal vehicle to demonstrate their general management skills in a business development environment.

The remuneration package is pitched to attract the highest calibre of candidates and includes all normal financial services company benefits, including bonus, car, pension, etc. The head office is near Edinburgh and relocation assistance is available, but the extensive UK travel may allow flexibility of home location.

To apply, in total confidence, please write with career details and stating salary requirements Ref: 5325/DK/ST, to Douglas Kinnaird, PA Consulting Group, Number Two Blythswood Square, Glasgow G2 4AD.

**PA Consulting Group**

*Creating Business Advantage*

Executive Recruitment • Human Resource Consultancy • Advertising and Communications

**EUROCONTROL**

The European Organisation for the Safety of Air Navigation requires for its Headquarters in Brussels a (m/f)

**DIRECTOR OF FINANCE**

(Ref. AA/223)

to plan, direct and control its financial services.

**Main Responsibilities:** ♦ effective and efficient use of the Agency's financial resources; ♦ timely provision of accurate financial data; ♦ optimise management of the Agency's cash resources; ♦ negotiation and administration of contracts.

**Requirements:** ♦ university degree/equivalent professional qualification in financial management or professional accountancy qualification; ♦ extensive experience at senior level in comparable role, preferably in both private and public sectors; ♦ ability to provide clear leadership and to contribute effectively as a member of a team of Executive Directors; ♦ ability to communicate good financial practice; ♦ preferred age: 40-55 years; ♦ working languages: English and French.

The post carries a top international salary package in line with the responsibilities. The appointment will be for 5 years.

*Application forms and further details may be obtained from EUROCONTROL, Personnel Division, rue de la Loi 72, B-1040 Brussels, (fax no 32/2/729.3972 for enquiries only), quoting the above reference number.*

*Completed application forms must reach the above address by 8 April 1992, at the latest.*

**Technical Services Manager****High Profile Role With European Involvement - Continuous Process Industry****c.£35K + Company Car + Benefits****North Wales/Cheshire Based**

Our client is part of a major US corporation and a world leader in its field, with 60 plants internationally and annual sales of over \$3bn. The UK plant is a continuous process operation, employing over 450 people, making primary products for a wide range of industrial applications.

The Technical Services Manager will head a team of process, project and industrial engineers locally but reports into the European Process Engineering Manager in Belgium.

Candidates are likely to be in the 30-40 age range with strong analytical skills, a science based degree and a technical background, closely linked to production in a continuous process materials company with a commitment to TQM. Prior experience of high volume production processing, packaging and handling is essential, together with a good knowledge of instrumentation, process control and computerised systems.

The job demands a proactive hands-on manager and team player with sound communications and influencing skills, capable of providing technical leadership at the plant. He/she must be innovative with commercial flair, aware of the importance of creating competitive advantage and accustomed to identifying and removing obstacles to efficiency and productivity. Fluency in a European language other than English would be an advantage.

This is a key role, that will have a significant effect on the future development of our client's business. Succeed in this role and the prospects for career progression are considerable.

To apply, please send your CV to Bob Hamilton, Quoting Ref. TSM1, Hamilton Associates, 72 King Street, Southport PR8 1LG.

**HAMILTON ASSOCIATES**  
SEARCH & SELECTION

**IMR**  
INSTITUTE OF MANAGEMENT RESOURCES

**MANAGEMENT CONSULTANCY OPPORTUNITIES**

We are a major Management Consultancy, with successful operations in the United States, Mexico, Canada, France, Italy, Spain and Germany as well as the United Kingdom.

Our current success and growth in the United Kingdom requires that we expand our operational capabilities at all levels.

The Institute of Management Resources (IMR) specialises in improving clients' performance in all functional areas. Our success is attributed to our methodologies and our co-venture approach with clients.

We now seek confident, mature graduates who are British citizens with extraordinary interpersonal skills and who are self-motivated.

vated, goal-oriented business professionals.

Candidates should have a minimum of one year consultancy experience and previous relevant business experience, with some demonstrable achievements. They should have the ability to communicate at a senior level and be prepared to travel extensively within the United Kingdom on a weekly basis.

People who wish to pursue this outstanding challenge and opportunity should send their cv. and complete salary history to:

Helen Acton,  
Institute of Management Resources,  
Summinglee House, Stamford Square,  
Altrincham WA14 1RJ.

**SQL Solutions**

*SQL Solutions, the consulting subsidiary of Sybase, is already one of the leading organisations in the provision of high quality services in the rapidly expanding RDBMS and client server area. Currently, they are experiencing a dramatic growth in demand for their services.*

**BUSINESS DEVELOPMENT MANAGER**

**Thames Valley £35K - 40K Base (OTE to £65,000)**

**I**his is a key appointment and the successful candidate will have significant responsibilities in developing the further success of SQL Solutions.

Your responsibilities will include developing long term business relationships with blue chip clients largely within the financial services arena. You will handle all the commercial aspects of delivering complex, high technology solutions.

Experience required will include a strong knowledge of client server or RDBMS technology. You will have a good degree in a numerate subject and six or more years relevant business experience which will include managing multiple projects,

account management and selling consultancy services. This will have been gained within a high quality services oriented software organisation or management consultancy.

This is an outstanding opportunity for an intelligent, professional and exceptionally motivated individual to shape the future growth of this highly successful organisation. The position will offer a real career path for the right individual.

For further information call our advising consultant Mark Hennessy of Orion Redbrick on (0734) 753535 (today 11am-3pm or during business hours). Alternatively write to him at: Orion House, 4 Danehill, Lower Earley, Reading, RG6 4UT.

**DecoSol**

Alpac International is a producer of a successful programme of "window fashion ready to install by yourself", consisting of Decosol topclass roller blinds, Decostore allure vertical blinds and Decoblind deluxe venetian blinds.

This programme is distributed to DIY sheds, department stores, large soft furnishings chains, self service wholesalers and mail order companies within Western Europe, according to a marketing concept that has been developed and "matured" over many years.

For our UK subsidiary, Alpac UK Ltd, we are looking for a

**national sales manager**  
(marketing/sales director designate)

Reporting to the International Marketing/Sales Director, he/she will be responsible for the implementation of our (ambitious, but solid) expansion plans in the UK.

In order to execute successfully the heavy and responsible commercial tasks, he/she will have at their disposal: an expert sales and service team, an intact UK Internal Sales Desk, an office and showroom in the Stansted area.

We are looking for a very British European merchant at graduate level, 30-40 years of age, with a proven track record of marketing/sales management in the non-food retailing sector at senior level.

Apart from an attractive and complete remuneration package we offer a challenging position in a "Sparkling" international business environment.

Please apply in the strictest confidence to:

**ALLPAC INTERNATIONAL B.V.**  
Attn: Rom M. Rombouts sr.  
Marketing/Sales Director  
P.O.Box 149  
NL 4940 AC Raamsdonksveer  
Fax nr: 010 31 162114951

Sales and Service Operations in: The Netherlands, Germany, France, United Kingdom, Belgium, Switzerland, Austria, Spain.

**Director - General Manager**  
**Surrey**

Anconite, an autonomous member of the profitable and highly regarded Galliford Group of Companies, has over 35 years market leading experience of specialised manufacture and contracting in the field of corrosion protection. The position is very much that of heir apparent to the current Managing Director with whom you will work closely on the technical aspects of the business.

The continued organic and acquisitional growth of the company however will depend on the commercial control and direction given by the postholder. A hands-on leader from the front, the key areas to be addressed cover marketing, business planning and organisation and the training and development of the workforce.

Professionally qualified, the successful candidate will possess recent experience of General or Senior Management of a small/medium sized operation within

engineering or contracting services. Whilst familiarity with the above markets is desirable, more important is technical ability coupled with strong communication skills and experience of contract compilation. The post may involve some overseas travel as well as site/client visits throughout the United Kingdom.

You should reside or be prepared to reside within 40 miles of Croydon. Relocation support will be offered where applicable.

This challenging role offers variety, responsibility and real prospects of advancement together with a negotiable salary, bonus, 2 litre car and private health scheme.

Interested candidates should send full curriculum vitae and salary details to:

Mike Ahern, Director, The RSJ Partnership, Compton House, 124, Compton Road, Wolverhampton, WV3 9QD.

**The RSJ Partnership**  
Response Management

**Director of Engineering**

Gaming & Amusement Capital Equipment

North West

c£40,000 bonus, car

Promotion within the Division has created this attractive opportunity with an autonomous subsidiary of a major British plc. The company manufactures high tech equipment and has a well deserved reputation for quality and innovation at home and overseas.

The Director of Engineering will report to the Managing Director and be responsible for a multi-disciplined team of almost fifty technically qualified staff employed in the design and development of complex equipment using the latest technology. Candidates should be graduate level in an engineering discipline with good knowledge of electronics and computer technology. They must be able to demonstrate successful experience in managing a multi-disciplined organisation completing design and development projects to agreed time and cost constraints.

This is an outstanding opportunity offering excellent career development and good benefits including relocation where necessary.

Please write - in confidence - with full career details to S.A. Lievens.

**Ravenscroft & Partners**

Search and Selection  
20 Albert Square, Manchester M2 5PE

**MAJOR ACCOUNTS SALES EXECUTIVE**

Central London

OTE £50K plus Car

Our Client seeks a top flight sales professional to develop a small number of blue chip accounts who form a large part of their £100M+ business.

Aged 32-39, a graduate with a proven record of developing new and substantial major account business over at least a 5 year period in a service industry, you must be capable of dealing at very senior levels taking responsibility for long term strategy planning, proposal preparation and presentation, contract negotiation, and the overseeing of customer satisfaction in a fast moving people-intensive business.

Please send your detailed CV to Roger Wain-Heapy,

**SD STEELE-DIXON & ASSOCIATES**

Recruitment Consultants  
The Towers, Barcote Manor,  
Faringdon, Oxfordshire,  
SN7 8PF or call 0225 833316  
anytime.

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

**Managing Director****Loss Prevention Systems - Europe****Northern Home Counties,****Package To £65,000, Car, Benefits****Hoggett Bowers**

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE.

As the European leader in Loss Prevention Systems the company has built a strong and fast growing position in International markets through its European network of companies and through independent distributors in the Middle and Far East and elsewhere. This publicly owned Group require a European Managing Director to head a management team dedicated to continuing a programme of dynamic growth in a fast expanding market.

Reporting to the Chief Operating Officer, the position is directly responsible for an organisation spanning twelve countries and employing over 250 staff. The immediate priority is to implement a focused marketing strategy that will ensure increased gross margins to meet the financial objectives.

Aged 40 plus, a business graduate, an absolute prerequisite is fluency in a major European language, French and/or Spanish obligatory. Commercial flair and proven ability to implement change, coupled with excellent communication and interpersonal skills, will be supported by a successful career gained in managing a multi-located European operation ideally in the retail or retail sectors.

The compensation includes a high base salary, with performance related bonus, share option, plus a full executive benefits package.

Male or female candidates should submit in confidence a comprehensive cv to: C. Jenkins, Hoggett Bowers plc, George V Place, 4 Thames Avenue, WINDSOR, SL4 1QP, 0753-850851, Fax: 0753-853339, quoting Ref: W19065/ST.

**Strategic technical roles with a world leader.**

Cyprus and Dubai

With a superb portfolio of brands that include Pepsi, 7-Up, Mirinda and Teme, Pepsi-Cola International is one of the world's leading soft drink operations.

Working in partnership with third-party franchisees, Pepsi-Cola International-Middle East, Africa and Eastern Europe, has put into place aggressive business development plans, for sustained market growth. An integral element of which, is for planned continuous improvements in manufacturing, quality and technology, with an emphasis on innovation and operating systems.

Your challenge is to provide the essential strategic blueprint, leadership and support in these crucial areas, to make it happen.

**Director of Manufacturing / QA**  
c.£85,000 + bonus  
+ expatriate benefits

Based in Cyprus and reporting to the Vice President - Technical Services, you will have responsibility for developing and implementing pan-national Manufacturing and Total Quality strategic plans.

Key to your success will be the design and execution of Operating Systems focused on productivity improvement, cost reduction, preventative maintenance, manufacturing excellence and quality. Strong financial skills to manage the technological analysis of plant and feasibility studies are essential.

Please send a full CV together with a covering letter detailing your suitability, to our consultant Brian Standring, quoting ref: 1448, at Albemarle Consultants Limited, 18 Great Marlborough Street, London W1V 1AF.

**Packaging Manager**  
c.£75,000 + bonus  
+ expatriate benefits

Based in Dubai and reporting to the Technical Services Director - Saudi/Gulf, you will be responsible for developing and implementing a packaging strategy, that will help build on our market dominance in the region.

Your remit includes responsibility for cost-saving initiatives and the commercial supply of all packaging materials, with a focus on quality, competitive advantage and ultimately consumer satisfaction. In addition, you will co-ordinate the purchasing of coolers and other capital equipment.

Each role demands a high-calibre individual with a quality degree in a relevant engineering discipline who can boast considerable achievement in major FMCG/Beverage companies, through functional excellence and business impact.

The ability to operate effectively, with autonomy, in a fast-moving, multi-cultural and results focussed environment is crucial. As are diplomacy and strong communication and persuasive skills. Equally important are mobility and flexibility.

For the right people the personal and professional rewards are outstanding. Both Cyprus and Dubai offer truly excellent lifestyles and your package includes full relocation, attractive salaries, bonus, company car and expatriate benefits that include free housing, children's education and home leave facility.

ALBEMARLE

**DIRECTOR OF INFORMATION SYSTEMS****LONDON BASED**

Responding to the challenges of latest technology, our client, The Royal Institution of Chartered Surveyors is currently implementing a major UNIX based IT project covering the whole of the Institution's business. This provides computer services in London, Coventry and Edinburgh and also ensures that professional advice on IT matters is available to all staff and others concerned.

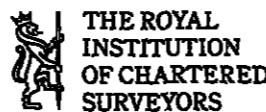
The Institution wishes to appoint a Director of Information Systems who will make a major managerial contribution to the maintenance and development of these activities, with full responsibility for the IT department in the collection, retention and use of all electronic data held by the institution. The Director will also act as a professional consultant on all matters concerning IT.

The principal hardware comprises Unisys U6000 equipment with 200 terminals, supported by 50 PC's and an IBM AS400. The range of applications include Uniplex Office Automation with four wide area network-linking Ethernet LANs.

Candidates are likely to be aged 35-45 with degree or equivalent qualification in computer science or a related subject together with experience of computer operations management and data communication networks. Technical experience of open systems together with knowledge of UNIX and DOS is highly desirable.

Salary and conditions will reflect the responsibility of the post. A car will be provided. Applicants male or female should write to Mr W M Stern at the address below describing how they match these requirements, or they may telephone him for further information on 081-668 6500.

The closing date for applications is 21 March 1992.



Stern Associates,  
Highclere House, Highclere Close,  
Kenley, Surrey CR6 5JU.  
**STERN ASSOCIATES**  
Management Consultancy • Executive Recruitment

**DIGITAL COMPUTER SERVICES LIMITED**  
**SALES CONTROL MANAGER**  
**c. £30K + Car**

The company operates in the computer services market and has an outstanding record of growth.

The job is a new senior management position reporting to the Sales Director.

**Primary Functions**

- Monitoring and control of Sales Department activities from initial contact through quotation, presentation and completion of sale. Ongoing liaison with the customer to ensure continued satisfaction.
- Agreeing targets and monitoring sales performance against them ensuring required amount of customer activity by Sales Representative and quotation budget achieved.
- Ensuring high quality of presentations and quotations through effective bid management.
- Developing systems which ensure efficient administration, contract pricing and high market penetration.
- The Ideal Candidate

**Age 25 - 40**

- Educated to 'A' level/degree standard
- Highly literate and numerate
- An organised thinker and planner
- Have presence
- Commercially aware
- Able to grow and develop with the company
- Self-motivated
- Performed a similar role before

Please apply with your CV to:  
Nick Robinson, Sales Director  
**DIGITAL COMPUTER SERVICES LTD**  
Network House, Oxford Road  
Uxbridge, Middlesex UB9 4DN

**EXECUTIVE CAREERS****CRISIS? NEW JOB? REDUNDANCY? EXPAT?**

We are interested in meeting you. Contact your nearest office for a free discussion.



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Birmingham 021-643 2920  
Brussels 0272-308 869  
Cambridge 0223-462 511  
Cheshire 0925-821554  
Dublin 01-610 890  
Guildford 0483-503 555  
Maidenhead 0628-21015  
North East 091-415 0903  
Nottingham 0602-484 525  
Winchester 0962-877 737  
Yorkshire 0937-580 181

32 Savile Row London W1X 1AG  
Tel: 071-734 3879 Fax: 071-734 2920  
22 Suffolk Street Birmingham B1 1LS  
Tel: 021-643 2924 Fax: 021-643 4272

Connaught Mainland

**CLIENT EXECUTIVES/AUDITORS**

RoyScot Factors is the fastest growing member of the Association of British Factors and Discounters. This means we need to recruit additional experienced, astute and energetic people to help our existing excellent client management team maintain our profitable growth, in line with the company's strategic plan.

The sort of people who will be right for us will be self-motivated and oriented towards gaining their job satisfaction through successfully dealing with the numerous complicated and interesting situations which constantly occur in our industry. They will ideally be experienced in the intricacies of debtor based finance and have had accounting and/or auditing experience.

Successful candidates will need to be articulate negotiators who feel at ease dealing with people from shop floor to board level. The ability to analyse and interpret audited and management accounts will be essential, as will be the ability to write lucid, informative and perceptive reports.

RoyScot Factors, for its part, will provide successful candidates with a generous salary, profit sharing, non-contributory pension, interest free travel loan, company car and house mortgage subsidy.

For an application form and job description please contact:

Mrs V Whyte, Personnel Manager  
RoyScot Factors Limited  
Exchange Court, 3 Bedford Park  
Croydon CR0 2AQ  
Tel: 081-686 9988

**RoyScot Factors**  
A Royal Bank of Scotland Company

**FACING A CAREER MOVE?**

MMI provides individual Career Development and sophisticated Job Search Programmes with personal introductions for unadvertised appointments. Take the first step to a fast and productive move - telephone 0276 686327 for an initial consultation, without obligation, at our offices west of London.

MMI For Management On The Move.

**DATA COMMUNICATIONS****SALES & SALES SUPPORT 25K TO 40K PLUS**

Phoenix Datacom are looking for a major expansion in 1992 and will be recruiting a number of sales and support staff.

Sales candidates, country-wide, should have at least 2 years in a datacommunication sales role.

Support personnel, Aylesbury based, should have a solid background in one or more of LANs, WANs, or Systems.

CVs initially to David Taylor, Sales Director.

Phoenix Datacom Limited

**PHOENIX DATA COM LIMITED**  
Phoenix House  
Smeaton Close  
Rabans Lane  
Aylesbury  
Bucks HP19 3SU  
Tel: 0296-397711  
Fax: 0296-394431

**Today****CLASSIFIED****SALES EXECUTIVES**

We have a few vacancies for keen and talented sales executives.

Working in our busy telephone sales department you will be part of a young and energetic sales team generating new business through advertising agencies and direct clients.

You will need a high level of commitment, enthusiasm and determination. An excellent telephone manner, numeracy and basic keyboard skills are also important. An attractive benefit package will be offered to the right candidates.

If you are aged under 30, reside in London and have the ability to sell, please send your c.v. to:

David Walsh  
Commercial Director  
TODAY  
P.O.Box 477, 1 Virginia Street, London E1 9FN

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

**Marketing Controller**

Mail Order

Negotiable over £35,000, Car

Northern England

**Hawgate Sable**

EXECUTIVE SEARCH AND SELECTION

The company, a major player in the Home Shopping market, is to strengthen its sales promotion team with this senior executive appointment. The existing customer database is extensive, yet there is a constant drive to increase penetration with new products to a wider audience. The Controller will coordinate and manage this effort with the help of a fifteen strong support team comprising young graduates and experienced managers.

Applicants will be professionals with wide experience of direct marketing gained either in a mail order or agency environment. They should be analytical, creative and capable of exploiting opportunities. They must be accustomed to the use of databases for the identification, segmentation and targeting of specific promotional offers. They will be proven managers accustomed to controlling significant budgets, be opportunists with presence and a strong personality.

Candidates should send a comprehensive c.v. or telephone for an application form to Hawgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference. (S.T. 840A).

**PROJECT MANAGERS****Major IBM Software Project Responsibilities****£60,000 Package + Fully Expensed Car**

The label "major project" is one open to wide interpretation, although in this instance we have no hesitation in describing the development opportunities offered by my client, as such.

It follows that the Project Managers we seek must recognise themselves as being in the upper quartile of their profession, both in terms of ability and proven experience.

You must have already taken overall management responsibility for several projects of 15+ man years with a value of £1 million+, and been fully accountable from the very earliest stages of setting goals and defining budgetary and timescale requirements, right through to its final successful delivery and implementation.

Well able to discuss project management theory, as well as practice - and make the benefits of that knowledge available - you will also require a good comparative understanding of project control tools, structured methods, manpower resource planning/scheduling and estimating techniques.

With my client being located throughout the British Isles, mobility is also important.

All things considered, it is unlikely that you will have less than 10 years' experience in large systems development, ideally gained in the banking, financial or retail sectors.

We recognise that these are demanding requirements, but ones in which the level of responsibility is fully reflected in the package and prospects on offer.

To apply, please send your CV to David Wade, BIS Information Systems, Maybrook House, 40 Blackfriars Street, Manchester M3 2EG, quoting reference ST258.

**BIS Information Systems***Partners for Success*

CONSULTING • TRAINING • SOLUTIONS • OPERATIONS

**SPECIALITY CHEMICALS - TEESIDE**

WITH AN IMPRESSIVE TRACK RECORD OF GROWTH IN RECENT YEARS, OXFORD CHEMICALS IS POSED FOR FURTHER SUBSTANTIAL EXPANSION BOTH AT HOME AND OVERSEAS BY CONTINUED ORGANIC DEVELOPMENT, AND BY ACQUISITION. THE BUSINESS HAS FACILITIES LOCATED IN READING, TEESIDE AND THE USA WITH TWO THIRDS OF SALES COMING FROM OVERSEAS.

THE COMPANY NOW NEEDS TO APPOINT A SENIOR LEVEL PROJECT MANAGER TO THE BUSINESS. YOU WILL HAVE A MAJOR CONTRIBUTION TO THE DIRECTION AND SUCCESS OF THE COMPANY. YOU WILL BE EXPECTED TO ENSURE THAT PROFESSIONAL STANDARDS OPERATE THROUGHOUT, AND THAT THE CUSTOMER RELATED INFORMATION YOU GENERATE IS USED EFFECTIVELY IN MARKETING THE BUSINESS. A POSITION IN THE FLAVOUR AND FRAGRANCE INDUSTRIES WOULD BE PREFERRED. FLUENCY IN FRENCH AND/OR GERMAN IS ESSENTIAL.

THIS IS A UNIQUE OPPORTUNITY TO JOIN A MANAGEMENT TEAM WITH AGGRESSIVE GROWTH AMBITIONS FOR WHICH A HIGH LEVEL OF DRIVE AND ENTUSIASM IS A PREREQUISITE.

THE POSITION COMMANDS AN EXCELLENT REMUNERATION PACKAGE INCLUDING A COMPANY CAR AND BENEFITS.

CANDIDATES SHOULD WRITE WITH THEIR FULL CAREER AND SALARY DETAILS TO:

JOCELYN N. MILLIS,  
PERSONNEL DIRECTOR,  
OXFORD CHEMICALS LTD,  
NORTH GATE,  
SEATON CAREY, CLEVELAND,  
TS25 2DT  
DEFINITELY NO AGENCIES!

**PORTFOLIO CAREERS**

Questor Management Resources provides Search & Selection firms with 'on-line' access to a comprehensive data base of senior executives who wish to work on a part time or temporary basis as consultants or interim managers.

If you have worked at Director or Head of Function level in a substantial company and would like to be considered for inclusion on this database,

please write enclosing your c.v. to Bill Penny,

QUESTOR Management Resources Limited

Port Hamble, Satchel Lane, Hamble, Hants SO3 5NN

**PROJECT MANAGER****Package up to £32k LONDON - City Based**

Our client is a subsidiary company of a blue chip plc, and is one of the world's leading providers of high technology communication systems. They have been successful in winning many large turnkey communication projects within the advanced office environment and MOD.

We are seeking an individual who is qualified to degree level and who has a proven track record as a Project Manager. The successful candidate will be expected to liaise with clients at a senior level, and will be financially responsible for fast track projects worth £1-2 million. Experience of managing a trade contract or prime contract is essential. Knowledge of Ethernet, Token Passing Ring and structured cabling systems are desirable.

If you think you have the skills please write in confidence to: Mr Mel Edwards at

**SCAN APPOINTMENTS (REF: ST3)**  
"Kingway"  
Holbeach Drive  
nr Spalding  
PE12 0PX

**BS 5750****To £28,000 + car**

Morse Computers require a Customer Services Manager capable of setting high standards of technical excellence and efficiency. A rapidly expanding company, Morse are now the UK's largest reseller of Sun UNIX workstations, with a blue-chip and public sector client base.

This executive position, based at the new Morse Technical Centre in West London, carries responsibility for our company-wide quality program and for management of our support services. Graduate, 26-30, with computer industry and BS5750 experience. Write to Nick Read, Director, Morse Computers, 17 Sheen Lane, London SW14.

**MORSE**

Closing date Friday 27th March 1992

For further information contact Mrs S Wilcox, Head of Personnel, Coventry Health Authority, Christchurch House, Greyfriars Lane, Coventry, CV1 2GQ. Tel (0203) 844022.

As an equal opportunity employer we welcome applications from all sections of the community.

Coventry Health Authority is an equal opportunity employer.

071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7828

**TEDDINGTON SCHOOL**  
INVESTING IN EXCELLENCE  
TEACHERS NEEDED

**BUSINESS AND FINANCE MANAGER**  
Principal Officer Grade 3  
£20,523 - £22,248 inc. O.L.A.  
Subject to N.C.C. Conditions of Service

The Governors are pleased to invite applications for this Senior Management post.

This is a new post and follows from the opportunity to review and re-structure the School's Administration in response to the full efficient operation of Local Financial Management.

The post is responsible for the day-to-day running of the School to manage and develop all administrative, financial and business functions within the School and applications will be welcomed from those with a range of backgrounds.

Teddington School is a co-educational comprehensive school with 1100 pupils, which enjoys a beautiful location and excellent facilities.

Interested applicants are invited to contact the School (Miss D. Lomax) or telephone 081 890 2000. Interviews will be held on 6th and 7th April with a closing date for applications to be received by 17 March on 27/3/92.

**TOP PROFESSIONALS** We provide the most cost-effective and only RESULTS DRIVEN Job Hunter's Service designed to help Top Professionals secure the right job.

For direct access to the UNADVERTISED jobs market, CALL 0262 400153 FAX 0262 676294 Government registered firms available. P.M.C. INTERNATIONAL. Also provides unique Corporate Outplacement Programmes.

**JOB HUNTING?**  
£50K++  
£30K

**INTERNATIONAL EXCHANGE PROGRAM**

We Provide Visas Train and Live in NEW YORK!

If you're seeking training and international experience in the field of mental retardation/developmental disabilities, APPLY NOW!

WHO ARE WE? YOUNG ADULT INSTITUTE is an award-winning non-profit agency serving MR/DD persons.

WHERE? Training program & housing available in NYC metropolitan area.

LENGTH OF PROGRAM?: 18 month exchange program for British citizens with a University degree preferred.

SALARY?: £8,500 - £13,000, depending on experience.

INTERVIEWS WILL BE CONDUCTED IN LONDON  
March 24 and 25

HOW DO YOU APPLY?  
Call Personnel IMMEDIATELY to arrange an interview.  
212-563-7474 or EXPRESS MAIL your resume to:  
**YOUNG ADULT INSTITUTE**  
INTERNATIONAL EXCHANGE VISITOR PROGRAM  
c/o Personnel Department #67  
460 West 34th Street, New York, NY 10001  
Equal Opportunity Employer

**REGIONAL RECRUITMENT MANAGERS**

**CIRCA £25,000 +**

The League of Professional Craftsmen is a dynamic Trade Association which promotes the skills of its members and helps them become more profitable via a superb package of benefits.

The League is about to commence a period of rapid expansion and therefore needs experienced Sales Personnel to recruit new members.

Applicants need to be extremely self motivated, enthusiastic and dedicated. You would be self-employed and work from your own home. A car and telephone are essential.

Successful applicants will be offered a high first year commission plus an exciting renewal package. Those with leadership qualities will be assessed for management vacancies.

Contact Alan Marcus, League of Professional Craftsmen Ltd., 10 VILLAGE WAY, RAYNEES LANE, PINNER, MIDDLESEX HA5 5AF  
TELEPHONE: 081-866 6116

**SALES VACANCIES IN SURREY, SUSSEX, KENT AND SOUTH LONDON**

Business Development Executive £20,000 Neg OTE £30,000 (Print)

Sales Executive £16,000 Salary OTE £22,000 (Service Contracts)

Sales Engineer £16,000 + Commission £20,000 OTE (£-Hi-tech Electrical)

Technical Sales Engineer £15,000 Basic + £3,000 (Fluid Handling)

Account Executive £14,000 Salary OTE £25,000. (Office Interiors)

Sales Representative £13,000 + Commission £16,000 OTE (Industrial Consumables)

Sales Executive £12,000 Basic + Commission £20,000 OTE (Advertising)

The above vacancies all have a company car and a full benefits package. For more details of the above plus other opportunities please contact Graham Bartlett on (0737) 223585 now for an immediate interview.

Austin Benn Consultants Limited  
Somers House, 1 Somers Road, Reigate, Surrey RH2 9DU

A fast growing company in Western India engaged in the manufacture of seamless copper tubes for refrigeration and air conditioning is interested in obtaining the services of a well experienced

**Technical Person**

to assist the company in improving productivity at various stages of production namely melting in induction furnaces, casting in semi-continuous machines, hot extrusion and cold drawing on bull blocks.

Those interested in taking up a short term appointment for the above purpose please send their CV along with expected remuneration within 7 days to Box No. 7726.

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# Stay put to get ahead

A new survey says promotion comes sooner to those who wait, George Bickerstaffe writes

The British manager's traditional love affair with job mobility — the idea that getting on means reaching out to greener pastures — may be a mistake. New research suggests that those who stay put have more successful careers.

"There is no evidence to suggest that moving jobs helps you get on," says Professor Peter Herriot, the research director at Sundridge Park Management Centre in southeast London. His research shows that the longer managers have stayed with employers, the more senior they are and the higher their salary.

A survey of 753 junior, middle and senior managers at Sundridge showed that even UK managers in their mid-thirties are likely to have worked for three organisations and to have held four jobs in their company, half of them promotions. On average, managers were promoted every 2.2 years and changed organisation every seven years.

In addition, the survey found that the more frequently managers moved the less satisfied they were with their progress.

"The faster they are moved and promoted, the higher are managers' expectations that they will reach the top," Professor Herriot says. "But in the lean and hungry organisations of the 1990s there will be far fewer levels of management. Consequently, opportunities for promotion are becoming fewer and further between. Managers will need to think of their careers in new ways — less thrusting upwards and onwards, more exploring new territories in subtle sideways movements."

Although most UK managers still believe that rapid job moves are vital to career progress, mobility is probably decreasing, and not just because of the recession. New corporate strategies and structures are changing the traditional belief that a managerial career means a steady ascent through layers of status, responsibility and salary.

For example, during the 1980s most companies inexorably chip-



ped away at middle management levels, creating flatter structures and reducing promotion prospects. Changes in strategy can also mean that new emphasis is given to specific functions, such as marketing, while technological development might create completely new types of jobs. Mergers, acquisitions and liquidations have also caused new career uncertainty.

Professor Herriot believes traditional job movements within large organisations as a method of management development will also decrease.

"Large companies have traditionally prepared cohorts of potential senior managers by moving people every 18 months or so between jobs and functions," he says. "That is losing popularity first, because people expect these moves to be a promotion, and with the levelling of management the jobs are just not around, and second, because, if they prepare people in this way, there is no guarantee that they will be able to keep them."

"I think we will see much more

development effort going into keeping people in the same job or at the same level but broadening them through project work and such things as secondments."

BP, for example, is introducing a group-wide programme to improve skills and experience at all levels. An implicit message is that

Karen Roberts, of BP's human resource group, "Such moves will still take place, but as the organisation becomes flatter people will move less frequently. So it will be more important to maximise development in their current jobs."

The Sundridge survey looked at other factors besides mobility af-

**'Managers will need to think less of thrusting upwards and onwards, more of exploring new territories in subtle sideways movements'**

development is not only about moving jobs and climbing the ladder but also about enriching your current job and improving satisfaction.

This emphasis is quite new for some people on our fast-track programme, who have traditionally been developed by a series of frequent planned moves," says

focusing career progress. It asked what makes people want to leave a job, what makes managers feel they are behind, on target or ahead in their careers, and what personal or organisational factors affect career progress.

Again, length of service was a key issue. If managers regard themselves as marketable and

have been with their employer a shorter than average time, they are more likely to intend to leave, according to the survey.

Professor Herriot says lack of job satisfaction is the prime reason for leaving a company. "Salary and perks come way down the list," he says. "But companies hiring them tend to offer more because they think that is what they want."

The survey results provide additional evidence that women managers are paid less than men for equal work and are more likely to leave a job, and — surprisingly — that non-graduates are promoted higher than graduates. This may be because graduates tend to be concentrated in technical jobs.

"It is difficult to say during a recession, when all the cards appear to be in the employer's hand," Professor Herriot concludes, "but what we really need is greater communication between employers and employees about careers. They need to be greater partners. During the next five or ten years it will become increasingly important for both sides."

WHEN I last left a job it was by my own decision. The year was 1985 and I walked straight into a new job. This time round I was made redundant and there were no jobs of any kind to walk into. I had to start again, to re-invent myself as though I were a newly minted graduate, not some body deep into middle age.

I will not pretend I was not daunted by the prospect. I have woken up in a cold sweat in the middle of more nights than I like to think about.

The first and most im-

portant discovery I made in

my new life was that all my past employers had been thieves. I mean that literally. They had consumed far more of my time than they ever paid for.

If you have a job that is anything more than pure routine you live with it all your waking hours, consciously or not. Virtually all the originality or creativity you have is absorbed by the job that pays your salary. When you have no job, you all at once recover the use of your talents.

My second discovery was that any job tends to cast you in its own restricting mould. My last job was as leader writer on the Today newspaper. So for five years I had concentrated on whatever interested that newspaper.

Now my mind was liberated from the preoccupations that went with that job. I could think about anything I chose. I could do whatever I had it in me to do. Here I made my third discovery. There was, in fact, quite a lot in me. It was nothing more nor less than the accumulated experience of the years, a pile of resources lying like an undiscovered coal seam at the back of my mind.

Years are undoubtedly a handicap when you are looking for a job. Employers prefer young people, claiming they are more energetic, creative, flexible and all that. This is claptrap dreamt up by human resources departments to provide a respectable cover for the truth — that employers prefer youngsters because they come cheap and are less likely to talk back. I had proof of this when I applied for a rare job spotted in an obscure journal.

With disarming frankness, my prospective employer replied: "I am looking for somebody I can boss around. You would probably boss me around."

Quite so. Years, however, need be no handicap if you are self-employed. Then something else steps in to replace the dubious assets of youth: the aforementioned experience.

After years in your trade or profession you know a great deal. Parcel it up in neat packages that suit the market and you will be surprised how many buyers there are. That, at least, is what I have found. I have co-written and published one book, *Typically British: The Prudential-MORI Guide*, with Robert Worcester, and aim to write several more.

I have a dozen other plans, too, pinned up in front of me as I write.

One short-term set of pretty firm commitments should pay my bills for the next few months.

A second set, less firm, will see me through two or three years if they come off.

A third set, more wobbly still, will make me rich beyond the dreams of Croesus.

My new life may yet end in tears or the dole queue. All I can say is that I find work far more exhilarating now than for many years.

The irregular way in which money arrives is disconcerting after you have been salaried. I can never decide whether to live every day like a millionaire and hope for the best, or like a pauper and expect the worst.

The best guide to unemployment I have found, incidentally, is not some gormless manual that tells you how to make your curriculum vitae look interesting or the best way to cut a dash at an interview.

What you really need is a good book on evolution. "Adapt or die" is a rule as vital for the middle-aged, middle-class man out of work as for any other threatened species. I only wish I had started my own evolution into the sub-species of the self-employed many years earlier.

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## Limit to redundancy payment

**North Tyneside Metropolitan Council v Allsop**  
Before Lord Justice Parker, Lord Justice McCowan and Sir John Megaw  
(Judgment March 3)

A local authority had no power under the Local Government Act 1972 to make redundancy payments which were for amounts in excess of those which it was obliged to make under section 81 of the Employment Protection (Consolidation) Act 1978 and under regulations made pursuant to the Superannuation Act 1972.

The Court of Appeal had dismissed the appeal of North Tyneside Metropolitan Borough Council from the judgment of the Queen's Bench Divisional Court (*The Puritan* October 8, 1991) granting the applicant, David Allsop, district auditor, a declaration that items in the council's accounts for the financial year 1990/91 attributable to the making of enhanced severance payments were unlawful and ordering that there should be restitution of the amounts.

Section 111 of the Local Government Act 1972 provides: "(1) subject to the provisions of this Act and any other enactment... a local authority shall have power to do anything... which is calculated to facilitate, or is conducive or incidental to, the discharge of any of their functions."

Mr James Goudie QC and Mr Mark Lowe for the council; Mr John Howell for Mr Powell; Miss Elizabeth Slade for the Local Government Management Board, interveners.

**LORD JUSTICE PARKER** said that the issue was whether the council had any power to make payments to persons made redundant in excess of those which it was obliged to make under section 81 of the 1978 Act and those which it was obliged to make under the regulations referred to, which regulations were made under the Superannuation Act 1972.

The council contended that it had such power by virtue of sections 111 and 112 of the Local Government Act 1972. The primary submission of the council was that the power existed by virtue of section 112 alone alternatively, the power existed by virtue of section 111 coupled with section 112. In the first alternative, it was submitted that the power existed by virtue of section 111 coupled with the functions of the council under Part 1X of the Local Government Act 1972.

From the provisions of sections 111 and 112 it could be appreciated that the difference between the council's primary contention and its alternative contentions

was that whereas the express duty to appoint under section 112 was subject only to the provisions of the Act itself, the powers conferred by section 111 were subject not only to the provisions of the Act itself but also to "any other enactment passed before or after this Act".

It was accordingly submitted that if the power to make the disputed payments could be found in section 112 there could be no question of it being excluded or affected by any other enactment.

Was there power to be found in section 112? There was clearly no express power to make payments of any sort to persons made redundant. There was an express duty to appoint and clearly, in subsection (2), power to fix the terms and conditions on which an appointee should hold office but no more.

It was submitted, however, that there must also be inherent power to dismiss and to fix terms for dismissal including terms for payment in the event that dismissal was on the ground of redundancy.

His Lordship could not accept that submission. In his judgment, the power to do anything which was not expressly provided for by section 112 had to be found, if it was to be found at all, in section 111.

Was the power to be found in

section 111 coupled with section 112? The essence of the submission was that the express duty and power in section 112 was a function of a local authority and it was conducive to the discharge of that function to make or agree to make redundancy payments.

Further, although section 111 was subject to the Act itself and any other enactment passed before or after the Act, section 112 was the dominant section. If the function itself was subject only to the Act then notwithstanding the express words of section 111, the ancillary power conferred by it must also be subject only to the Act. His Lordship regarded that argument as untenable.

Was the power to be found in section 111 coupled with the functions in Part 1X? There could be no doubt that by virtue of section 111, a local authority had power to engage staff on agreed terms and to dismiss them. It could not otherwise discharge any function.

For the auditor, it was argued that even if such power were not made subject to the Act and any other enactment there would be no power to make or provide for redundancy payments. The basis of that argument was that to make or provide for redundancy payments could be ancillary power and that section 111 only allowed for powers ancillary to an express function.

His Lordship said that to give a different answer would involve ignoring the restriction or limitation imposed by the opening words of section 111 and the plain intention of Parliament that the secretary of State, subject to parliamentary power to amend regulations in accordance with the Act, should be compelled to make what was to be required be paid on redundancy in addition to the payments provided for by the 1978 Act.

Lord Justice McCowan and Sir John Megaw agreed.

Solicitors: Mr E. D. Nixon, North Shields; A. A. Child: Beachcroft Stanley.

## Party has duty of good faith towards joint venturer

**Elliott v Wheeldon**  
Before Lord Justice Dillon, Lord Justice Nourse and Lord Justice Leggatt  
(Judgment March 5)

Two parties entered into a joint venture through a company, with one of the parties guaranteeing the company's liabilities, the other party owed a duty to conduct himself in such a way as not to increase the other party's liabilities except in good faith.

The Court of Appeal so stated in dismissing an appeal brought by the defendant, John Wheeldon, against the decision of Master Julian Jeffs, QC, sitting as a deputy judge of the Chancery Division on May 9, 1991 holding that the order of Master Munro striking out the statement of claim of the plaintiff, Martyn Wheeldon, be discharged.

The plaintiff was a substantial shareholder in Hookside Enclosures Ltd which made fibre glass kennels. The plaintiff asked the defendant to design steel runs to go with the kennels. After the runs had been designed, Lemhill Ltd was incorporated for the purpose of making them and 30 per cent of the shares were issued by the plaintiff, the remainder being owned by the defendant and his wife.

In due course the defendant became a director of Hookside. By a guarantee in writing, the plaintiff guaranteed all liabilities of Hookside to the Royal Bank of Scotland up to £3,000. The defendant was well aware of the existence of the guarantee.

By March 1987 Hookside was solvent and trading profitably and it took over the assets and undertakings of Lemhill and discharged the liabilities of Lemhill.

The defendant further guaranteed the payment of Hookside's debts up to £12,000.

During the plaintiff's absence on holiday, it was alleged that the defendant dishonestly purported to invoice Hookside, on behalf of Lemhill, of a large sum of money, despite the fact that the assets and

undertaking of Lemhill had already occurred.

Mr Richard Mawrey, QC and Mr Bernard O'Sullivan for the defendant; Mr Geoffrey Zeln for the plaintiff.

**LORD JUSTICE NOURSE** said that Mr Mawrey, while accepting that the defendant, as a director of Hookside, owed a fiduciary duty to the company, argued that no such duty was owed to the company by strangers with whom the company was dealing nor to creditors or contingent creditors of the company.

As a general proposition that might well be true but it was arguable on the facts of the present case and on the basis of particular joint venture that the point could succeed and the writ and statement of claim would stand.

Lord Justice Dillon and Lord Justice Leggatt agreed.

Solicitors: Redfern & Stigant, Chardham; Mowbray Woodwards, Bath.

Persons let into occupation automatically became members

of His Lordship regretted that he did not follow that at all.

That being so, the real question for determination was simply whether any such power was excluded or restricted by the Act itself or any other enactment passed before or after the Act.

His Lordship referred to the provisions of sections 7 and 24 of the Superannuation Act 1972, the Local Government (Compensation for Premature Retirement Regulations) (SI 1982 No 1009) and the Local Government (Compensation for Redundancy and Premature Retirement Regulations) (SI 1984 No 740), both of which were made under section 24, and concluded that the Divisional Court was right.

His Lordship said that to give a different answer would involve ignoring the restriction or limitation imposed by the opening words of section 111 and the plain intention of Parliament that the secretary of State, subject to

parliamentary power to amend regulations in accordance with the Act, should be compelled to make what was to be required be paid on redundancy in addition to the payments provided for by the 1978 Act.

Lord Justice McCowan and Sir John Megaw agreed.

Solicitors: Mr E. D. Nixon, North Shields; A. A. Child: Beachcroft Stanley.

## Council can recover flats

**Canberra London Borough Council v Shordlife Community Housing Ltd and Others**  
Before Mr Justice Millett  
(Judgment March 4)

Occupants of flats intended to be short-life housing were not entitled to tenancies but only to short-term licences and therefore the local authority owners of the buildings were entitled to an order for possession.

Mr Justice Millett so held in the Chancery Division when granting a declaration that neither Shordlife Community Housing Ltd (SCH) nor any of the 62 other defendants, occupiers of flats in Gray's Inn Road, were entitled to protected tenancies rather than short-term licences.

Mr Anthony Mann, QC and Miss Jacqueline Baker for the council; Mr Terence Galligan for SCH; Mr David Watkinson for the 62 occupants of flats.

**M.R.JUSTICE MILLET** said that the London Borough of Camden had a permission to occupy the premises in question which was a declaration of title to the property.

It described the weekly payments as rent and stated "members must pay rent". It contained no provision for termination, save that notice would be given as soon as practicable after receipt of termination of licence from the owners of the premises.

It was submitted that the declaration was not given in the light of all the evidence, the parties intended SCH to have a legal right to exclusive possession of any of the flats, and if so whether at the material time the council had the legal power to carry that intention into effect, his Lordship concluded that once incorporated SCH could not fulfil the "tenant condition" prescribed by section 28(3) of the Housing Act 1980, in that whether or not an unincorporated association could be regarded as an individual or as individuals, a body corporate could not be so regarded: any purported grant of a tenancy to SCH made after 1980 would have been ultra vires the council and void.

Owners and trespassers did not rely on anyone's consent.

Purchasers and employees might be given the legal right to exclusive possession but in such cases the right may be referable to a legal relationship other than that of landlord and tenant.

Where, however, the only legal

relationship was that of grantor and grantee of a legal right of exclusive possession, then a tenancy was created.

It followed that in the absence of some other legal relationship to which it could be attributed, the grant of a legal right of exclusive possession by a body with power to grant it did not create the relationship of landlord and tenant and there was no room for special circumstances to negative the consequences of the transaction.

That was not to say that special circumstances in the wider sense were irrelevant. They might negative an intention to create legal rights or to grant exclusive possession but that was all. Were otherwise there would be no standard by which "exceptional circumstances" could be evaluated.

It was common ground that each licence of a flat was intended to create legal relations. But each licence was the consequence of a wider and continuing relationship between the parties than existing between a local authority with housing responsibilities and a short-life housing organisation.

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## BBC 1

6.00 Ceefax (2509) 5.30 Breakfast News (57976102)  
9.05 Kibroy A topical discussion hosted by Robert Kilroy Silk (904763)  
9.50 Hot Chicks. Paul and Jeanne Rankin prepare fried goujons of monkfish with a cocaine and ginger vinaigrette (8057299)  
10.00 News, regional news and weather (8571909) 10.05 Playdays (r) (8487034) 10.25 Paddington Paws. Cartoon (r) (8974056) 10.35 No Kidding. Mike Smith hosts the family quiz (s) (9427763)  
11.00 News, regional news and weather (4109763) 11.05 Beautywise. Tips on how to stay young and beautiful (s) (3064589) 11.30 People Today (933102) Including at 12.00 News, regional news and weather 12.20 Pebble Mill with Alan Titchmarsh (s) (2553381)  
12.55 Regional News and weather (6018501)  
1.00 One O'Clock News and weather (73580)  
1.30 Neighbours (Ceefax) (s) (8172675)  
1.50 Racing: Cheltenham National Hunt Festival Julian Wilson introduces the final day's line-up (215) Daily Express Triumph Hurdle, (250) Club: National Hunt Chase, (3.30) Tote Cheltenham Gold Cup. Continues on BBC2 at 3.55 (s) (3062993)  
3.50 Children's BBC: Melvin and Maureen's Music-a-Grams (s) (6495367) 4.05 Against the Storm. Halig Bigler reads the fourth of a five-part story by Gavie Hoylmaz for Jackanory (s) (500473)  
4.20 The Further Adventures of Peter Pan. Cartoon (r) (4813833) 4.30 Dizzy Heights (Ceefax) (s) (677225) 4.55 Newsround (5116763) 5.05 Blue Peter (Ceefax) (s) (8602589)  
5.35 Neighbours (Ceefax) (s) (401096) Northern Ireland: Inside Ulster 6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Ceefax) Weather (847)  
6.30 Regional News Magazines (299) Northern Ireland: Neighbours (r) (Ceefax) 7.00 Top of the Pop (s) (3631)  
7.30 EastEnders (Ceefax) (s) (1853)  
8.00 Last of the Summer Wine: A Landlady for Smiler More gentle humour from the Yorkshire Dales (r) (Ceefax) (s) (9251)  
8.30 Girls' Valentine's Day sees hearts racing and tempers flying in the Pinocchio household. (Ceefax) (s) (8086)  
9.00 Nine O'Clock News with Mervyn Lewis (Ceefax). Regional News  
9.30 Budget Response by Alan Beith, treasury spokesman for the Liberal Democrat party (655657)  
9.40 Portcullis: Prisoner and Escort. The pilot episode of the prequel. Dick Clement-La French sitcom in which Fletcher (Ronnie Barker) begins his five-year sentence (r) (Ceefax) (934676)



Butting in: Ruby Wax sacks up to Lauren Bacall (10.10pm)  
10.10 The Full Wax II  
• CHOICE: The shrill and extrovert Ruby Wax is back with her cheerfully boisterous show that will delight and irritate in equally large measures. The mixture is as before, with Jennifer Saunders carrying along the show, a celebrity guest and a jokey report from the United States by someone called Taffy Turner. Carrying over a gag from the last series, Ruby stages another carefully scripted intervention on Jennifer's show, this time to kick off the show in a Hammer film. The star guest, enmeshed into Ruby's vulgarly decorated studio lounge, is Lauren Bacall. Ruby is a tempestuous interviewer, butting in all the time, and for all her bluster just as bland as Wogan. At one point Saunders make an impassioned plea for decent clothes and decent lines. She gets the biggest applause of the evening (s) (888541)  
10.45 Question Time. Peter Sissons is joined by Douglas Hurd, foreign secretary; Margaret Beckett, Labour's treasury spokeswoman; Dr Ann Robinson, head of the policy unit for the Institute of Directors; and Malcolm Bruce MP, Liberal Democrat spokesman for Scotland (671102) Northern Ireland: Spotlight; 11.15 Question Time  
11.45 Second Chance. Fifteen-year-old Jean Cowley on how she has been able to develop her artistic side. (Ceefax) (757244)  
12.00 Paradise. Western series (361105). Northern Ireland, 12.15pm  
Second Chance, 12.30 Faces of Islam 12.45pm Weather  
12.50 Faces of Islam. British Muslims talk about their faith during the holy month of Ramadan (4516313) 1.05 Close  
2.00 The Way Ahead (r) (6779435) Ends at 2.15

## BBC 2

6.45 Open University, Magnetic Earth (591436). Ends at 7.10  
8.00 News (565136) 8.15 Westminster (8711454)  
9.00 Daytime on Two  
2.00 News and weather (74202218); You and Me (r) (5675576)  
2.15 Advice Shop. The achievements of the Equal Opportunities Commission over the past 17 years (3662183)  
3.00 News and weather (3511096) followed by Westminster Live, including prime minister's question time (832023) 3.30 News and weather, regional news and weather (4576162)  
3.55 Racing: Cheltenham National Hunt Festival. Julian Wilson introduces further coverage of the final day's races; (4.05) Christie's Foxhunter Steeplechase Challenge Cup (s) (3161376)  
4.30 Catchword. Word game hosted by Paul Coia (s) (115)  
5.00 Seabrook's Year. The shearing season is a lucrative period for Richard Seabrook (r) (8939) 5.30 Food and Drink (r) (s) (676)  
6.00 Film: Escape from Zahrain (1982). Stodgy adventure starring Yu Brynner as a rebel Arab leader who hijacks an ambulance and flees across the desert. Directed by Ronald Neame (24367). Wales: See Heart, 6.30 Deutsch Direkt: 6.55 Advice Shop Extra! 7.00 Bazaar; 7.25 Experiment!

7.30 First Sight: Fighting for the Air. The link between air pollution and asthma (725). Northern Ireland: Situations Vacant; Wales: Abroad in Britain; East: Matter of Fact; Midlands: Midlands Report; North, Northeast, Northwest: Close Up; North: South: Southern Eye; Southwest: Western Approach; West: Current Account

8.00 Abroad in Britain: House Ahoy. The series about British exiles look at the Solent, a Mecca for sailors. Presented by Jonathan Meades. (Ceefax) (7883) Wales: 8.00 How Green?

8.30 Top Gear. The latest sports cars from France (6226)  
9.00 Red Dwarf V: Quarantine. More space-age comedy antics. Starring Chris Barrie and Craig Charles. (Ceefax) (s) (6522)



Repeated warnings: Captain Nick Barker and his ship (9.30pm)

9.30 War Stories: Nick Barker, Captain of HMS Endurance

• CHOICE: This first in a series of 'personal views' of the Falklands conflict is not calculated to please Mrs Thatcher. It concerns the iron-fisted left-wing commandos who ran an unashamed imperialist. Nick Barker was captain of the Antarctic patrol ship, HMS Endurance. Three times, in late 1981 and early 1982, he sent warnings to London that Argentina was preparing for war against the Falklands. His messages were ignored, battle was joined and 1,000 lives were lost. Barker claims that he had been listened to as the deaths could have been avoided. But the Endurance was under threat from defence cuts and Whitehall saw Barker as playing politics. Although Barker's views were reported in the press at the time, he could not speak publicly. Now, having left the Navy, he can. He does not pull punches. (Ceefax) (903299)

10.10 The Nicholas Craig Masterclass: Question Time

• CHOICE: First seen in *The Naked Actor*, Nicholas Craig (Nigel Planer) returns to instruct a class of students in the techniques of film acting. The formal given after a double come-up, Craig at one level is not pandering to the acting world, but rather gives attention to the students' demands attempts to be kind ("that was wonderful darling, but could we run through it just once more?"). At the same time, he takes a quizzical look at television genres, in this case the topical discussion show as represented by *Question Time*. Planer's dissection of the programme and its mannerisms is acute and witty. Using clips from the real thing to make his points, he is able to construct the ideal *Question Time* answer. After that it will be hard to watch Peter Sissons and his guests with a straight face. (Ceefax) (s) (711947)

10.30 Budget Response by Alan Beith, treasury spokesman for the Liberal Democrat party (521588)

10.40 Newsnight with Jeremy Paxman (770497)

11.35 The Late Show: John Peel: Hooper and Friends. In concert at the Barbican, Mitzi Gaynor (145262) 12.10pm Weather

12.15 Open University: Acceleration at Constant Speed? (1343771) 12.35 Weekend Outlook (6560223)

12.45 Cheltenham Festival. Highlights of the final day's racing (s) (9043139). Ends at 1.10

**SATELLITE**

**SKY NEWS**

• Via the Astra and Marco Polo satellites.  
6.00 News (5720263) 9.30 Nightline (565136) 10.00 Newsbeat (565136) 10.30 Newsround (5116763) 11.00 Breakfast (565136) 11.30 Daybreak (565136)  
12.30pm Good Morning America (76216)  
1.00 What's On This Weekend (77761)  
1.30 Get 19 (Ceefax) (s) (652236)  
2.00 News (565136) 2.30 The Weather (565136)  
2.50 The Weather (565136) 3.00 The Weather (565136)  
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**SKY MOVIES+**

• Via the Astra and Marco Polo satellites.  
1.30 The Brady Bunch (570275) 2.30 The Brady Bunch (570275) 3.00 The Brady Bunch (570275) 3.30 The Brady Bunch (570275) 4.00 The Brady Bunch (570275) 4.30 The Brady Bunch (570275) 5.00 The Brady Bunch (570275) 5.30 The Brady Bunch (570275) 6.00 The Brady Bunch (570275) 6.30 The Brady Bunch (570275) 7.00 The Brady Bunch (570275) 7.30 The Brady Bunch (570275) 8.00 The Brady Bunch (570275) 8.30 The Brady Bunch (570275) 9.00 The Brady Bunch (570275) 9.30 The Brady Bunch (570275) 10.00 The Brady Bunch (570275) 10.30 The Brady Bunch (570275) 11.00 The Brady Bunch (570275) 11.30 The Brady Bunch (570275) 12.00 The Brady Bunch (570275) 12.30 The Brady Bunch (570275) 1.00 The Brady Bunch (570275) 1.30 The Brady Bunch (570275) 1.30 The Brady Bunch (570275) 2.00 The Brady Bunch (570275) 2.30 The Brady Bunch (570275) 3.00 The Brady Bunch (570275) 3.30 The Brady Bunch (570275) 4.00 The Brady Bunch (570275) 4.30 The Brady Bunch (570275) 5.00 The Brady Bunch (570275) 5.30 The Brady Bunch (570275) 6.00 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